

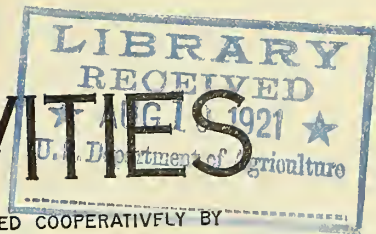
# **Historic, Archive Document**

Do not assume content reflects current scientific knowledge, policies, or practices.



Sm

# STATE AND FEDERAL MARKETING ACTIVITIES



CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

August 3, 1921.

Number 21.

## A DRIVE IN BEHALF OF LOWER PRICES FOR ICE CREAM

The State Bureau of Markets, Trenton, N. J., in cooperation with local committees of the New Jersey State Federation of Women's Clubs and the New Jersey League of Women Voters, is conducting an aggressive "drive" in behalf of lower retail prices for ice cream. A canvass of eleven cities in New Jersey revealed the fact that the retail price of ice cream ranged from fifty cents to one dollar a quart. In only two of the eleven cities was the price as low as fifty cents. In one city the price was fifty-five cents; in three, sixty cents; one, seventy cents; one, seventy-five cents; one, eighty cents; one, ninety cents; and one, a dollar. The prices of sundaes in these cities ranged from fifteen to twenty-eight cents.

It appears to be the opinion of the State Bureau of Markets that the high retail prices have discouraged the consumption of ice cream, thereby reducing the demand for milk and cream, and causing an increase in the surplus of raw milk and a lowering of the price paid to the dairy farmer for his product.

In the City Market Letter issued by the State Bureau under date of July 27 are the following statements: "For the past five months the large handlers of milk have forced a glutted market. Hundreds of thousands of quarts have netted farmers less than four cents a quart. The last census shows that the number of cows decreased ten per cent from 1909 to 1919.... The public will not buy ice cream freely at 60 to 70 cents a quart this summer or at 17 to 25 cents per sundae..." The State Bureau suggests that dealers advertise a good sundae for 10 or 12 cents and that the public swamp these dealers with trade.

-----0-----

A. G. Hamilton, Extension Agent in Marketing, State University, Baton Rouge, La., is cooperating with the Club Department of the Extension Division of that institution in perfecting plans for having the Club boys ship a solid train load of hogs to one of the central live stock markets this fall. The boys in twelve parishes are being interested in this enterprise and arrangements are being made for the handling of thirty or more cars of hogs on their arrival at the market. At the time of shipment the hogs will be graded into five or more grades, depending on prevailing market requirements. It is intended that this shipment shall be a demonstration of the cooperative method of shipping hogs.

## RECOMMENDATIONS RELATIVE TO COOPERATIVE SHIPPING OF LIVE STOCK.

Tentative recommendations as to the organization and management of live stock shipping associations were drafted at a meeting held in Chicago, July 11 to 15. The recommendations were formulated by S. W. Doty, Illinois; Frank Robotka, Iowa; Ralph Loomis, Missouri; F. G. Katner, Ohio; T. D. Morse, Missouri; F. M. Simpson, Illinois; W. F. Handschin, Illinois; V. Vaniman, Illinois.

Among the suggestions made are the following: That whenever possible the shipping territory be made large enough to warrant the employment of an association manager on full time; that shipping associations be incorporated; that when possible they be made non-stock, non-profit organizations; that existing State and Federal agencies and farm organizations make available to association managers special assistance in the way of instruction in the best methods of grading stock, accounting, and business practices; that consideration be given to the possibilities of cooperative insurance for surety, indemnity and loss and damage; that the local manager grade all stock except heavy cattle; that carlot shippers be encouraged to market through the shipping association; that the prorating of expenses be done by or under the supervision of the manager; that State agencies give assistance in the installation of uniform systems of records and accounts that provide for home prorating. A meeting of the same men for the consideration of accounting forms is scheduled for August 4, at Chicago.

----O----

C. A. McNabb, Agent in Marketing, State College, N. M., has completed a preliminary study of prevailing practices in the shearing and handling of New Mexico wool preparatory to marketing. At one of the ranches visited he found that five thousand head of sheep were being sheared with hand shears by Mexicans. As the men were being paid according to the number of sheep sheared, the thought in the minds of the shearers was to get the wool off the animals as quickly as possible. Consequently the cutting was not always done so as to leave the fibers their full length. Furthermore, the fleeces were not rolled and tied but were tramped into the sacks regardless of the fact that the condition of the wool would be an important consideration when it was offered for sale. Mr. McNabb's conclusion as a result of this study is that the program for better prices for New Mexico wool should start back on the ranch at the time of shearing, if not before.

----O----

Just at the opening of the melon season, Elmo Ragsdale, Specialist in Marketing, State College of Agriculture, Athens, Ga., issued a mimeographed circular giving suggested grades for watermelons and cantaloupes and suggestions for handling these commodities. This circular was sent to the county agents with the expectation that so much of the information as was of value to the growers in the different counties would be given intensive distribution by them.



## NEW PUBLICATIONS RELATING TO MARKETING.

"Prices of Farm Products" is the title of Department Bulletin 999 of the United States Department of Agriculture. This Bulletin, which is now in the hands of the printer, represents a study made by Dr. G. F. Warren, Professor of Agricultural Economics, Cornell University.

The second edition of C. R. Fay's book entitled, "Coöperation at Home and Abroad" has appeared. This is a revision of the first edition and has a supplement entitled, "Progress of Cooperation in the United Kingdom, 1908-1918".

The United States Tariff Commission, Washington, D. C., has issued a bulletin entitled, "The Japanese Cotton Industry and Trade".

"Principles of Marketing" is the title of a text-book on this subject by Paul Wesley Ivey, Professor of Marketing, University of Nebraska, Lincoln, Neb.. The book consists of twenty-one chapters covering 351 pages. The preface was written under date of May 1, 1921.

"The Marketing of Whole Milk" is the title of a book recently written by H. E. Erdman, Assistant Professor of Rural Economics, Ohio State University, Columbus, Ohio. The author's introductory statement is dated April 29, 1921.

"The Capitalization of Goodwill" by Dr. Kemper Simpson, Associate Specialist in Economic Research, Federal Bureau of Markets and Crop Estimates, is the title of a monograph in the John Hopkins University Studies in Historical and Political Science. The study is based largely upon material obtained from bankers in New York City and Baltimore.

The Year Book of the United States Department of Agriculture for 1920 is now being distributed. The frontispiece is a half-tone of the Hon. James Wilson who was Secretary of Agriculture, 1897-1913. Among the articles in the volume dealing with marketing problems are the following: "Know your Markets", by W. A. Wheeler and Frank George; "The March of Standardization", by H. W. Samson; "The Farmer's Interest in Foreign Markets", by E. G. Montgomery and C. L. Luedtke.

"The Wool-Growing Industry", is the title of a bulletin of 592 pages recently issued by the United States Tariff Commission, Washington, D. C. The subject is treated in four parts. The titles of Parts 2, 3, and 4 respectively, are, "Wool Growing in the United States", "Wool-Growing Foreign Countries," and "Tariff Problems in the Wool-Growing Industry."

The Federal Trade Commission, Washington, D. C., has issued a mimeographed circular entitled, "Preliminary Report on Profits of Country and Terminal Grain Elevators". The data used were collected in the course of the Commission's Grain Trade inquiry and are released in advance of the publication of the full report.

The Federal Trade Commission, Washington, D. C., under date of June 6, 1921, issued a twenty-paged bulletin entitled, "Summary of Report on Milk and Milk Products, 1914-1918".

"Certification of Small Grain", is the title of Extension Bulletin No. 334, recently issued by the Extension Service of the Oregon Agricultural College, Corvallis, Ore.

Henry M. Taylor, Agricultural Statistician, Richmond, Va., reports having started crop-reporting work in the agricultural high schools of Virginia during the winter of 1920. Five of the forty-five schools working under the Smith-Hughes Act arranged to have schedules filled in by pupils in accordance with crop conditions on the home farms and neighboring farms. The teachers collected the reports, averaged the figures and sent the consolidated reports to the State Statistician. During the school year of 1920-21 thirteen out of forty-eight schools furnished reports and in several of the schools the Monthly Crop Reporter was used as a text-book. Mr. Taylor expects that about half of the agricultural high schools of the State will cooperate in the crop-reporting work during the coming school year.

-----0-----

Marketing and crop reporting are to be the chief things featured in the exhibit of the State Board of Agriculture at the Centennial State Fair, Sedalia, Mo., August 8-20. Arrangements have been made for a demonstration of the efficiency of the wireless telegraph and telephone in distributing market news to farmers. Wireless instruments will be installed in the exhibit and daily price reports received. Another feature of the exhibit will be a display of woollen goods made from Missouri wools. Mattress-making from wool will be demonstrated. There will also be a display of Missouri market products. Grain grading will be demonstrated and farmers wishing to know the grade of their wheat need only to supply the State Board officials with a representative sample.

-----0-----

The State Department of Agriculture, St. Paul, Minn., has been instrumental in the formulation of the Minnesota Cooperative Creameries Association, Inc. Early in the spring of the current year steps were taken to organize the cooperative creameries into a sales service organization. Later the State Department drafted articles of association, by-laws and sample contract. Twelve men, under the direction of Professor A. J. McGuire, Dairy Specialist, University of Minnesota, are to be put into the field to complete the work of organization.

-----0-----

Rhode Island has decided to join with the other five New England States in working out a cooperative crop-reporting service under the leadership of V. A. Sanders, Agricultural Statistician in New England for the Federal Bureau of Markets and Crop Estimates.

-----0-----

The recently formed marketing association of onion producers and dealers of the Connecticut Valley have adopted the grades for onions recommended by the Federal Bureau of Markets and Crop Estimates.



A system of reports on general underlying business conditions has been inaugurated by R. J. McFall, Extension Specialist in Marketing, Massachusetts Agricultural College, Amherst, Mass. These reports are issued with the hope that they may serve to induce habits of taking underlying factors into consideration in buying and selling. The reports are sent to county agents, managers of cooperative associations and leaders in agriculture in the State.

----O----

In response to a request from Leo Stuhr, Secretary, Department of Agriculture, Lincoln, Neb., F. S. Ruggles, Investigator in Cooperative Marketing, Federal Bureau of Markets and Crop Estimates, is starting on a field trip to the potato-producing sections of Nebraska for the purpose of rendering any possible assistance in connection with the organization of the farmers for collective marketing.

----O----

N. J. Holmberg, Commissioner of Agriculture, St. Paul, Minn., recently called a conference for the purpose of considering ways and means of stabilizing live stock prices at South St. Paul. It was the opinion of those attending the conference that if some way could be devised for equalizing the receipts at the stock yards for the six days in the week considerable progress would be made toward the desired end.

----O----

F. G. Robb, Specialist in Food Products Inspection and E. W. Stillwell, Investigator in Marketing, are assisting the State Bureau of Markets, Harrisburg, Pa., in inspection and standardization work on fruits and vegetables. Mr. Stillwell expects to attend the hearings being conducted by the State Bureau relative to the promulgation of grades for white potatoes.

----O----

E. L. Rhoades, Assistant Professor of Farm Management, State Agricultural College, Manhattan, Kansas, has worked out a price index for the use of Kansas farmers. He has arranged his weights on the basis of the relative sources of the farmer's income. Out of a total of twenty points, wheat counts for eight points; corn, five; hogs, three; cattle, two; oats and butter, one each.

----O----

The State Bureau of Markets and Marketing, Lincoln, Neb., has installed an extension of the leased wire of the Federal Bureau of Markets and Crop Estimates and on August 1 began receiving market quotations on fruits, vegetables, dairy products, and live stock.

Live stock shipping associations have been formed in eight Virginia counties as a result of the field work of K. A. Keithly, Agent in Marketing, Richmond, Va. These associations were formed in an effort to have live stock marketed according to its value. Mr. Keithly discovered in traveling over the State that in many cases live stock was sold on a basis which gave the man producing the more common grades more than he was justly entitled to, and the man producing high grade animals less than he should have. With the associations, each man's live stock is graded and sold so that he gets neither more nor less than its current market value.

----O----

A. G. Hamilton, Extension Agent in Marketing, State University, Baton Rouge, La., during the fiscal year ending June 30, made a study of the methods by which Louisiana-produced sweet potatoes, lespedeza seed, live stock and white potatoes are marketed. In conducting his studies he visited New Orleans and made a general survey of prevailing practices in that city as regards marketing. The information collected for each type of product was, to a large extent, the basis of the extension work done by Mr. Hamilton.

----O----

Paul L. Miller, Research Agent in Marketing, University of Minnesota, St. Paul, Minn., assisted, by preparing tentative articles on incorporation and by-laws, the organization of the Central Cooperative Commission Association which proposes to operate upon the South St. Paul live stock market independently of the South St. Paul Live Stock Exchange. The central association already has a membership of 225 local live-stock shipping associations.

----O----

The wool graded and pooled in Maine last year under the direction of the State Division of Markets, Augusta, Me., was manufactured into thirty-six hundred yards of cloth and eleven hundred and seventy-six pairs of trousers. The cloth and garments were sold directly to consumers with the result that the wool growers will receive a larger return for their product than if they had sold their wool in the usual manner at prevailing prices.

----O----

A. L. Jerdan, Marketing Specialist, College of Agriculture, Knoxville, Tenn., assisted the county agent of Bedford County, Tenn., in demonstrating the value of the cooperative marketing of wool. The wool growers in this county delivered 41,300 pounds of wool which was graded by Mr. Jerdan and sold in a lump to a single bidder at prices varying from 10 cents to 19.6 cents for the different grades.



Lloyd S. Shaulis of Cambridge, Mass., has been appointed Research Agent in Marketing, Federal Bureau of Markets and Crop Estimates. He will cooperate with W. A. Schoenfeld of the Massachusetts Division of Markets, Boston, Mass., who is making a study of the cost of marketing the onions produced in the Connecticut River Valley. Mr. Shaulis, a native of Pennsylvania, was graduated from Harvard University with the degree of A. B. in 1915. In 1921, following three years graduate work in economics and business administration, he was given the degree of Master of Business Administration. During the school year of 1919-20 he was Assistant Professor in Economics, Queens University and the following year was Assistant, Harvard Graduate School of Business Administration. During the war he served a year with the Federal Government, part of the time in the War Department and part in the Treasury.

----O----

J. M. Muench, Wool Classifier, Federal Bureau of Markets and Crop Estimates, is cooperating with the South Western Farm Bureau Wool and Mohair Growers' Cooperative Association, Houston, Texas, in making a study of the practicability of grading wool according to the Federal tentative types. Already there are assembled over half a million pounds of wool at Houston and from one hundred to two hundred thousand pounds are yet to arrive. More than fifty thousand pounds of mohair have been assembled by the Association. Grading began July 28.

----O----

The Extension Division of the Mississippi Agricultural College, Agricultural College, Miss., is conducting an intensive campaign in behalf of approved practices in the marketing of sweet potatoes. The Division is being assisted in this work by Andrew W. McKay, Specialist in Marketing Sweet Potatoes, and G. O. Gatlin, Assistant, Division of Cooperative Relations, both of the Federal Bureau of Markets and Crop Estimates. The campaign which has been planned will require several weeks for its consummation.

----O----

Elmo Ragsdale, Specialist in Marketing, State College of Agriculture, Athens, Ga., assisted in the formation of five cooperative marketing associations during the first half of the current calendar year. Two of these associations were organized for the marketing of apples and two for the marketing of sweet potatoes and the fifth was formed for the purpose of handling shipments and sales of garden truck, poultry and eggs.

----O----

C. H. Torrey has been added to the staff of the Division of Markets, Augusta, Me., to assist the cooperative purchasing and marketing associations of the State in their accounting problems. Mr. Torrey is a graduate of the Department of Business Efficiency of Boston University. He has had book-keeping experience with several large commercial firms.

Lloyd S. Tenny, Assistant to the Chief, in charge of the Division of Cooperative Relations, Federal Bureau of Markets and Crop Estimates, is on annual leave at his farm near Rochester, N. Y. The week beginning August 8, he proposes to inspect the marketing work being done by College, State, and Federal men at various points in New York State, including Ithaca, Rochester, Syracuse, Utica, Albany, and New York City. The week of August 16 will be spent in the New England States. Among the points included in Mr. Tenny's tentative itinerary are, Hartford, Conn., Springfield and Boston, Mass., and Concord and Durham, N. H. At the latter point he will give an address on August 19 in connection with the farmers' week program. He will return to Washington from New England.

----O----

A. G. Hamilton, Extension Agent in Marketing, Agricultural College, Baton Rouge, La., recently assisted the farmers of Vermillion parish to bargain collectively for their season's supply of rice sacks. As a result of pooling their purchasing power they were able to obtain quotations that were considerably less than those previously made public.

----O----

W. A. Sherman, Specialist in Charge of the Fruit and Vegetable Division, Federal Bureau of Markets and Crop Estimates, is on a field trip through the Eastern States. Among the points he expects to visit are, Philadelphia, Pa., Trenton, N. J., New York City, Hartford, Conn., Providence, R.I., and Boston, Mass.

----O----

J. H. Meek, Director of the Division of Markets, Richmond, Va., called recently at the Washington office of the Federal Bureau of Markets and Crop Estimates for the purpose of obtaining information bearing upon several of Virginia's marketing problems.

----O----

R. J. McFall, Extension Specialist in Marketing, Massachusetts Agricultural College, Amherst, Mass., states that there are at least one hundred roadside stands in Massachusetts, some of them doing a business up to \$10,000 a year.

----O----

E. A. Logan, Agricultural Statistician, Columbia, Mo., has been asked by the Historical Society of the State to write the "History of One Hundred Years of Farm Prices in Missouri" for the Historical Review.

----O----

R. H. ELSWORTH,  
Acting in Charge,  
Division of Cooperative Relations.



# MARKETING ACTIVITIES



CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

August 10, 1921

Number 22

## RESEARCH WORK REGARDING THE MARKETING OF OHIO TOBACCO

A study is being made of the marketing of Ohio tobacco by H. E. Erdman, Assistant Professor of Agricultural Economics, Ohio State University, Columbus, Ohio. Already investigations have been made in the three sections of the State known as the Miami Valley cigar-leaf section, the eastern Ohio or export section and the southern Ohio burley section. The data so far obtained include information relative to the types of tobacco grown, kinds of tobacco with which each type competes, country buying methods, channels through which the crop moves, services performed by each of the various types of middlemen, the part that each kind of tobacco plays in the manufacturing of the finished product, processes and steps in the preparation of cigar-leaf tobacco for the consumer, and prices received by farmers. Warehousing facilities, possibility of establishing grades for raw-leaf tobacco and costs of packing and preparing for manufacture are to be the subjects of early investigations.

-----0-----

The Governor of North Carolina has announced that a conference of cotton commissions from every cotton State probably will be called to meet in Ashville for the purpose of "ascertaining the world demand for cotton, the cost of production, the price to be fixed by the planter, and, if possible, to work out some scheme to finance the crop in order to maintain the price so fixed." It is proposed that the commissions be appointed by the Governors of the cotton States.

-----0-----

Markets and market-men in all parts of New England have been listed by States and cities for the various commodities by the State Division of Markets, Concord, N. H. These lists have been found helpful to the Division in answering telephone calls from producers inquiring for outlets for their products.

-----0-----

The first advertisement of a radio-phone receiving outfit suitable for the use of farmers in receiving the "government market and crop reports" has appeared in a farm journal.

## CHANGES IN WISCONSIN MARKETING LAW

The 1921 session of the Wisconsin Legislature passed a law creating a Department of Markets which supersedes the former Division of Markets within the State Department of Agriculture. The Department of Markets, with headquarters at Madison, Wis., is given authority to exercise the following nine powers:

- (1) To investigate - as to any products - price, profits, supply, demand, storage, market conditions, transportation problems, etc.;
- (2) To assist and supervise cooperative associations;
- (3) To assist and supervise public markets;
- (4) To standardize food products and farm products and receptacles therefor;
- (5) To establish state brands upon products;
- (6) To prohibit unfair methods of competition and unfair trade practices in any business (except banks, insurance companies and public utilities);
- (7) To prevent waste and needless duplication in the distribution of food and fuel;
- (8) To avert or relieve a scarcity of food and fuel;
- (9) To assist the attorney-general in the enforcement of the anti-trust statute and other laws relating to trade.

An appropriation of \$116,000 annually was made for the carrying on of the work of the Department. The Department, further, receives all fees from inspections.

The title of the executive officer has been changed from Director of Markets to Commissioner of Markets. Edward Nordman continues in charge of the work under the new title.

----O----

Dr. T. N. Carver, Professor of Economics, Harvard University, delivered a series of ten lectures on economic questions at the summer conference of county agents and extension workers recently held at the State Agricultural College, Fort Collins, Colo. Among the lectures dealing with marketing problems were: "International Competition in Farm Products", "The Spread Between the Price Which the Producer Gets and the Price Which the Consumer Pays", and "Why Agriculture Loses Ground, as Compared with Other Industries."

----O----

A chart prepared by the State Division of Markets, Augusta, Me., and showing the relation between the production of potatoes and the average price paid, for the period 1913-19, is being used by the officers of the Aroostook Federation of Farmers and the county agents in the potato producing sections to emphasize the fact that while cooperative organizations can do much to improve marketing methods they cannot proceed without regard to the law of supply and demand.



## A DEPARTMENT OF AGRICULTURE FOR SOUTH DAKOTA

A Department of Agriculture began functioning in South Dakota July 1, 1921. This new Department absorbed the work of the Department of Markets, and Don Livingston, who was prior to July 1 Director of Markets, on that date became Commissioner of Agriculture.

The law creating the new Department provides that "it shall encourage and promote the development of agricultural industries, investigate production and marketing conditions affecting the marketing of farm products, assist farmers, producers and consumers in the organization and management of cooperative enterprises and the cooperative marketing of farm products." The Department is charged with the duty of promoting "organized effort to encourage better production methods, improve transportation, increase storage and credit facilities and open markets, both domestic and foreign, for agricultural products." The responsibility of making "as complete and exhaustive study as possible of the cost of producing.... farm products under average conditions" is also assigned to the Department.

All the powers and duties conferred upon the old Department of Markets are transferred to the new Department of Agriculture. An appropriation of \$56,550 was provided for the fiscal year beginning July 1:

-----O-----

The State Division of Markets, Concord, N. H., reports having assisted in the organization of the New Hampshire Cooperative Marketing Association, Inc., which association is bringing New Hampshire producers and consumers together. An illustration of the work being done is found in the statement that prior to the formation of the association Concord dealers sold Maine potatoes which were shipped in by the carload, and consequently local growers had great difficulty in finding a market for their potatoes. Now the dealers are selling New Hampshire-produced potatoes and the growers of the State are finding a market for their produce at home.

-----O-----

Two men have been employed by the State Marketing Bureau, Jefferson City, Mo., to conduct field work in connection with the marketing of the 1921 watermelon crop. A study will be made by them which will furnish the basis for conducting an intensive campaign next spring in behalf of approved methods for growing and handling watermelons. This field work is based on the theory that correct cultural methods are the first steps necessary for insuring the successful marketing of a crop.

-----O-----

The For Sale Want and Exchange Bulletin, published by the State Marketing Bureau, Jacksonville, Fla., was changed on July 1, 1921, from a monthly to a semi-monthly publication.

## EXTENSION WORK IN THE PHILIPPINE ISLANDS

Demonstration and extension work in the Philippine Islands for the fiscal year ending December 31, 1920, consisted in the operation of twenty field stations and the supervision of 3,432 cooperative demonstration plots. The work was conducted by the Demonstration and Extension Division of the Bureau of Agriculture of the Government of the Philippine Islands, and is described in the annual report of that Bureau.

The purpose of the work was "to demonstrate to the tillers of the soil, and induce them to adopt, improved agricultural practices." A large part of the work was carried forward by "farm advisers" and "agricultural assistants" who were "executors in the field of plans designed to promote the adoption of such practices as are essential for the betterment of rural conditions."

The insular, provincial and municipal stations are places where farmers can go to see how crops should be planted and taken care of. The cooperative demonstrations are conducted on plots set aside by individual farmers. The crops for which demonstrations were conducted and the number of plots given over to each crop during the fiscal year were as follows: rice, 2,358; corn, 756; vegetable, 88; root crop, 84; tobacco, 55; sugar cane, 39; coffee, 16; peanut, 16; mongo, 7; cacao, 4; sitao, 2; watermelon, 2; coconut, 2; fruit, 2; pineapple, 2; sudan grass, 2; and cucumber, 1. "The results obtained from the demonstration plots as compared with adjoining plots not supervised by the field men were encouraging."

During the year 22,829 farmers were instructed and helped in the selection of rice seed for future planting.

---O---

The State Division of Markets, Concord, N. H., estimates a saving of \$45 a week as the result of the use of a power writerpress in the printing of the Weekly Market Bulletin. With this machine a printed bulletin is issued which is acceptable to the Post Office Department for mailing at the second-class postage rate. There is also a saving to the Division because of the reduced amount of paper and envelopes used.

---O---

The Economics Department of the College of Agriculture, Bozeman, Mont., has planned an investigation of grain marketing in Montana to be conducted during the crop moving period of September, October and November.

---O---

The North Dakota Legislature appropriated \$10,000 for marketing work in the State for the biennium beginning July 1, 1921. This was an increase of \$1,000 over the preceding biennial period.



## RECENT PUBLICATIONS OF INTEREST TO MARKETING MEN

"Egg Marketing" is the title of a sixteen-page bulletin now in press for the Extension Division of the Montana State College, Bozeman, Mont. Among other things the bulletin contains a copy of the recently enacted State law relative to egg marketing. The joint authors are, John F. Ware, Extension Agent in Marketing, and R. L. Smith, Poultry Specialist.

"Risk, Uncertainty and Profit" is the title of a recently published book of 375 pages by Frank H. Knight, Assistant Professor of Economics, State University of Iowa, Iowa City, Iowa. The subject is considered in three parts as follows: Part I, Introduction; Part II, Perfect Competition; and Part III, Imperfect Competition Through Risk and Uncertainty.

"Cooperative Live-Stock Shipping Associations" is the subject of Circular No. 104 recently issued by the Extension Division of the University of Kentucky, Lexington, Ky. O. B. Jesness, Chief of the Section of Markets, and Dana C. Card, Field Agent in Marketing, are the joint authors of the circular.

"Buying Farms with Land-Bank Loans" is the title of Bulletin No. 968 just published by the Office of Farm Management and Farm Economics of the United States Department of Agriculture. The bulletin is a study based on the experience of 2,700 farmers who have borrowed money from farm loan banks.

"Local Cooperative Potato Marketing" is the title of a manuscript being prepared for publication by the Division of Agricultural Economics of the University of Minnesota, St. Paul, Minn. The authors are, Dr. John D. Black, Frank Robotka, and Paul L. Miller.

The Extension Service of the North Carolina State College of Agriculture, Raleigh, N. C., has issued Circular No. 110, "Cooperative Marketing" by Aaron Sapiro.

-----0-----

In the series of articles by H. C. Filley, Professor of Rural Economics, College of Agriculture, Lincoln, Nebr., appearing in the Nebraska Farm Bureau Review, the following subjects recently have been discussed: "Some Defects of the Single Tax", "Why There is a Demand for a Sales Tax", "The Sales Tax" and "Present Farm Tendencies."

-----0-----

Following a state-wide survey, John F. Ware, Extension Agent in Marketing, Montana State College, Bozeman, Mont., is preparing a mimeographed list of cooperative associations.

The uniform accounting law enacted recently for Minnesota contains three important provisions. First, it provides that auditing and accounting service shall be furnished to cooperative associations at a nominal charge. The acceptance of the service on the part of the associations is optional. Second, it provides for an investigation of the practice and requirements in regard to accounting procedure for the different types of cooperative organizations preparatory to recommending to each type of association a uniform accounting practice. Third, the act makes it compulsory for cooperative associations to submit such financial reports as may be required by the State Department of Agriculture, St. Paul, Minn., which department is charged with the administration of the law. Already this Department is arranging to carry out the provisions of the act. The study preparatory to the recommendation of uniform accounting practices for the different types of associations has been started and a form for an annual report which will be required of all associations has been drafted. It is believed that if the State Department of Agriculture insists upon accurate and full data in these reports, cooperative associations will be forced virtually to follow an adequate accounting procedure.

----O----

In accordance with the provisions of an act passed by the recent session of the Connecticut Legislature, a Marketing Bureau has been organized with Leonard H. Healey, Secretary of the State Board of Agriculture, as executive officer. Garrett M. Stack, B. P. Storrs, and Harold Gildersleeve have been appointed market-news reporters. The office of the Bureau is located in the State Capitol, Hartford, Conn.

----O----

With the assistance of the State Division of Markets, Augusta, Me., two cooperative blueberry canning associations were organized last year. One association has a canning plant leased and is equipping it in readiness for the canning season. The other association is rushing to completion an entirely new plant which will be ready for business by the time the blueberries begin to ripen.

----O----

The Associated Press is distributing to the morning papers in Buffalo, Rochester, Binghamton, Syracuse, Utica, and Albany, N. Y., the daily market reports prepared by the New York City office of the State Division of Foods and Markets, covering the more important farm products.

----O----

The Extension Service of the Agricultural College of Texas, College Station, Tex., recently issued instructions for preventing the development of stem-end rot while watermelons were in transit to market.



A list of the licensed amateur radio operators in the United States as of June 30, 1921, is being compiled by the United States Department of Commerce and lists of the amateurs in the various states will be available in the near future for distribution by the Federal Bureau of Markets and Crop Estimates. In several parts of the country these licensed amateur radio operators are assisting in the receiving of the Federal market reports on grain, live stock, fruits and vegetables, sent out daily from the string of radio stations stretching across the country from Washington, D. C., to Elko, Nev. These stations are: Washington, Cincinnati, St. Louis, Omaha, North Platte, Rock Springs, and Elko. In some communities the amateur operators are employed by the Farm Bureaus to receive the reports and in others by shipping associations, local banks or local newspapers. Once the reports are received various methods are used for distributing them quickly to those persons who need them.

-----0-----

Hale Tennant, Associate Professor of Economics, Michigan Agricultural College, East Lansing, Mich., reports four federations of farmers cooperative associations in the State with a total of 356 locals. The Michigan Potato Growers' Exchange is composed of 120 locals; the Michigan Live Stock Exchange, 123 locals; the Michigan State Farm Bureau Elevator Exchange, 92 locals; and the federation of fruit growers' cooperative organizations includes 21 locals. The Potato Exchange is closing its third year with approximately \$70,000 in its surplus fund, and the Elevator Exchange is doing business to the amount of about \$600,000 a month.

-----0-----

The State Division of Markets, Boston, Mass., in addition to the publishing of the Farmers' Produce Market Reports daily at Boston, Worcester, and Springfield, is issuing weekly the Boston Retail Price Report. This report covers fruits and vegetables, dairy products, meats and fish. It also calls attention to the products for which there is a good demand and those which are new on the market.

-----0-----

Appropriations have been made for State marketing work in Texas for the fiscal year beginning September 1, 1921, as follows: Division of Markets, Markets and Warehouse Department, \$16,400; Bureau of Markets, Department of Agriculture, \$21,750. Both the Division and the Bureau are located at Austin, the State capital.

-----0-----

Material is being collected by the State Department of Agriculture, St. Paul, Minn., for a manual on elevator accounting. A man trained in accounting work has been employed to prepare the material to be used in the publication.

The Annual Citrus Seminar will be held at the University of Florida, Gainesville, Fla., October 4 and 5. The purpose of the seminar is to discuss problems confronting the citrus growers of the State. Among the topics which it is proposed to consider at the forthcoming session are two of special interest to marketing men. These are, "Transportation of Citrus Fruits and Vegetables", and "The Inspection of Fruits and Vegetables in the Markets."

-----O-----

A "Tentative Outline of Procedure to be Followed by Field Men in Tobacco Standardization Work" has been prepared by the Federal Bureau of Markets and Crop Estimates. The outline lists eleven things to do and under each of these headings indicates from three to ten points to which special attention should be given. Marketing men engaged in tobacco standardization work may, upon request, obtain copies of the outline.

-----O-----

The name of the State marketing agency in Alabama has been changed from Immigration and Markets Bureau to Markets Division and the title of the officer in charge from Markets Clerk to Supervisor, Markets Division. The appropriation for printing, postage, etc., provides for \$1250 annually. The license fees from wholesale commission merchants are available for conducting the marketing work.

-----O-----

As a result of the propaganda sent out from the Extension Division, Louisiana State University, Baton Rouge, La., the price of fertilizer in Louisiana the past spring was dropped from \$30.75 a ton to \$20. As over 38,000 tons of fertilizer were sold in the State, the saving to the farmers was an item of consequence.

-----O-----

C. M. White, Chief, Division of Markets, Augusta, Me., is arranging for wool grading demonstrations extending over ten days during the latter part of August. Farmers having quantities of wool to market will be assisted by an expert wool grader in determining the grades of their wool.

-----O-----

Suggestions for lantern slides suitable for use in a stereoptican lecture on the cooperative marketing of live stock have been worked out by the Federal Bureau of Markets and Crop Estimates and can be had upon request.

-----O-----

R. H. ELSWORTH,  
Acting in Charge,  
Division of Cooperative Relations.



Sm

# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY  
STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF  
MARKETS AND CROP ESTIMATES. UNITED STATES DEPARTMENT OF AGRICULTURE. WASHINGTON, D. C.



4 K  
August 17, 1921

Number 23

## RENEWED ACTIVITY IN RADIO MARKET-NEWS SERVICE

Renewed activity in its radio market-news service, beginning October 1, is planned by the Federal Bureau of Markets and Crop Estimates. No active effort has been made to extend the service during the summer months. Atmospheric conditions during hot weather are not generally favorable to radio communication. Because of this, many radio amateurs and experimenters discontinue operations during that time. The bureau proposes to develop this service as rapidly as possible during the eight months from October 1, 1921, to May 31, 1922.

This matter will be taken up immediately with the various States in order to ascertain which of those in range of the radio stations can cooperate. Such cooperation will consist in organizing receiving agencies, in the distribution of blank forms for the recording of the reports, and in other ways developing methods and assisting in the utilization of the reporting service. Each State will determine what State agency or agencies will cooperate with the Federal Bureau in order to avoid duplication of effort.

Many of the States have been showing a keen interest in the development of a radio-news service covering market, crop and weather reports. It is believed that every State will recognize the possibilities of the service and assist in every way in making it a success. The handling of the matter necessarily will vary in the different States, depending upon administrative organization, geographical position, climate, and other factors.

----O----

A study of the marketing of wheat is being conducted by R. M. Green, Professor of Marketing, State Agricultural College, Manhattan, Kans. Mr. Green has already completed that part of the study dealing with farm storage problems and has prepared the material for publication. He is now engaged upon the field of work connected with an intensive study of the problems associated with the handling of wheat by the local elevators.

----O----

Dr. John D. Black, Chief of the Division of Agricultural Economics, University of Minnesota, St. Paul, Minn., is in Washington, D. C., as a consulting economist in connection with hearings being held preparatory to agricultural legislation.

## RECENT PUBLICATIONS OF INTEREST TO MARKETING MEN

"Factors in Water Transportation of Citrus Fruits from California" is the subject of the preliminary report of the investigations recently conducted by the office of Preservation of Fruits and Vegetables in Transit and Storage of the Federal Bureau of Markets and Crop Estimates. The report, prepared by L. W. Collins, Refrigeration Technologist, is in mimeographed form and covers 26 pages. The topics discussed are, "Necessary Advance Arrangements," "Assembling Fruit at Docks," "Loading, Stowing and Bracing," "Conditions Affecting Time in Transit," "Ventilation in Transit," "Condition of Fruit in Transit," and "Unloading."

The hearings relative to filled milk, cold storage, and grades for spring wheat held before the Committee on Agriculture of the United States House of Representatives, have been published in printed form. Those regarding filled milk, in connection with H. R. 6215, were held on June 13, July 6, 7, 19 and 20; the cold storage hearings, in connection with H. R. Nos. 282, 2297, 4786, and 7112, were held on June 14, 15, 16 and 24; and the hearings relative to grades for spring wheat, in connection with H. R. 7401, were held on June 27, 28, 29, 30 and July 2.

"Methods of Marketing Food Products" is the subject of the address given by Julius H. Barnes, formerly President of the United States Grain Corporation, before a conference of the Domestic Distribution Department held during the annual meeting of the Chamber of Commerce of the United States, at Atlantic City. This address is now published in printed form by the United States Chamber of Commerce, Washington, D. C.

"Commercial Truck Crops of Florida" is the title of Bulletin No. 29, recently issued by the Extension Division of the University of Florida, Gainesville, Fla. In addition to information on the cultivation of the principal truck crops of the State, the marketing of cabbage, celery, eggplants, lettuce, okra, peas, peppers, squash, strawberries, and corn, is discussed briefly in the bulletin.

"Our World Trade in 1920" is the subject of a twenty-six page publication issued by the Foreign Commerce Department of the Chamber of Commerce of the United States, Washington, D. C. The aim of the bulletin is to show comparisons of the value and volume of the principal exports and imports between the United States and the more important foreign markets.

Hearings before the subcommittee of the Committee on the Judiciary, of the United States Senate, in connection with H. R. 2375, entitled, "A Bill to Authorize Associations of Producers of Agricultural Products", have been issued in printed form. These hearings were held on June 2, 7, 9, 10, 11, and 20.

"Market Statistics" is the title of Department Bulletin No. 982, now in press, prepared by Dr. Carl J. West and Lewis B. Flohr of the Federal Bureau of Markets and Crop Estimates.



## SOUTH CAROLINA PROVIDES FOR STANDARDIZATION WORK

Act No. 181, Statutes at Large, passed by the General Assembly of South Carolina at its regular session in 1921, authorizes the Division of Markets of the Extension Service of Clemson Agricultural College, Clemson College, S. C., to investigate marketing conditions, to collect and disseminate market information, to establish grades, standards and state brands, to provide an inspection service for fresh fruits and vegetables, to license inspectors, and to issue certificates of inspection. The Division of Markets is given full authority to conduct such investigations as may be necessary to obtain data concerning supply, demand, prevailing movement of farm products, including quantities in common and cold storage. The section authorizing standardization work provides that standards established under authority of the Congress of the United States shall forthwith, as far as applicable, be prescribed as the official standard of requirement in the State.

The Division is authorized to suspend and revoke licenses for inspecting farm products both at shipping point and at destination when within the State; and to provide rules and regulations for the establishing of standards, for grading, and for inspecting. Charges for the inspection service, according to the law, cannot exceed \$2.50 a car or fraction of a car.

It was the intention of the Assembly that the standardization and inspection work should be nearly self-supporting as it is a provision of the law "that no compensation or other expenses involved in the execution of this Act, shall be a charge against the State."

---0---

A marketing program has been planned for one evening during the Farmers' and Homemakers' Week at the New Hampshire College of Agriculture and Mechanic Arts, Durham, N. H., August 16-19. "What the New Hampshire Cooperative Marketing Association is Doing" is the subject which James C. Farmer, Manager of the Association, will discuss. "Lessons for New Hampshire from Cooperative Marketing in Denmark" is the subject of another address on the program. Open discussion on the problems involved in cooperative marketing will also be entered into.

---0---

The State Department of Agriculture, Olympia, Wash., issues, the last week of each month, a publication entitled "Monthly News Letter," which gives a summary of the current activities of each Division of the Department.

---0---

The money available for marketing work in Minnesota this year probably will amount to \$35,000 or \$40,000. The State Legislature expressly set aside \$10,000 of this for the grading of potatoes.

## STANDARDIZATION WORK IN WISCONSIN

The Wisconsin Department of Markets, Madison, Wis., is bringing about the recognition of the grade rules established by it, by means of an educational campaign rather than by means of prosecutions. During the past year inspectors demonstrated to producers and dealers the approved methods of grading their produce. Mistakes were pointed out and corrected by the inspectors and only in extreme cases were the courts resorted to.

During the coming year grades for honey and apples will be enforced as previously. In the case of potatoes, and possibly cabbage, the system will be changed somewhat as a system of shipping-point inspection is being worked out. Under the new plan all carlot shipments of potatoes, either intrastate or interstate, must be inspected by a licensed inspector and a certificate issued to show the grade and condition of the stock. This inspection service, which covers bulk and sacked stock, will apply equally to farmers, dealers and track-buyers. It is anticipated by the Department that this new system will result in a more uniform quality of produce being shipped from the State and the establishment of a good reputation for Wisconsin-grown potatoes.

-----O-----

A study of live stock conditions and markets for American meat products in Europe will be made by E. C. Squire, Specialist in the Foreign Marketing of Live Stock and Meats, Federal Bureau of Markets and Crop Estimates, who sails soon for that continent. From his headquarters in London, he will visit the principal market centers for meats, fats and dairy products in Europe. Mr. Squire, recently appointed in the bureau, is a graduate of the Harvard School of Business Administration and was employed for several years as an efficiency expert by one of the packing companies of Chicago, representing them as their foreign selling agent in Europe.

-----O-----

Plans are being worked out for cooperation between the Federal Departments of Agriculture and Commerce for the collection in foreign countries of information vital to American agriculture. It is proposed to obtain, through the commercial attaches, information in respect to production, consumption, stocks on hand, imports and exports, surpluses and deficits in foreign countries for the principal staple crops grown in competition with those in the United States or of which the United States has a surplus.

-----O-----

The Vermont Bureau of Markets, Montpelier, Vt., is assisting the maple-sugar producers of the State to organize in order that they may market their products cooperatively. A marketing committee which was appointed to investigate and study plans for organizing, met August 8. The committee decided to call a state-wide meeting of all producers, the early part of September, at Burlington, at which time a plan of organization and financing will be submitted for approval.



## COMMUNITY MARKETS SUGGESTED FOR DETROIT, MICHIGAN

The Agricultural Division of the Detroit Board of Commerce, Detroit, Mich., is considering the organization of a Detroit community market or produce exchange, financed and governed on an equal basis by business men and producers. The proposed plans contemplate the establishment of markets on or near the main arteries leading into the city and in the residence sections. These scattered community markets would be linked to a central market located at some central point, this central market to be equipped with a storage plant. The markets would be operated primarily for the benefit of the producer and consumer, rather than for the purpose of earning a profit.

Among the benefits which the proposed plan would be expected to yield, are: (1) Cheapening in cost of food to consumers because of reduced handlings; (2) A steadier supply of food for the city; (3) Elimination of odd-lot waste; (4) Providing producers with a ready and reliable market; and (5) Providing for distant producers fair dealing and full value of consigned products.

The Agricultural Division of the Chamber of Commerce was established in order to be a direct medium of contact between the people of the city of Detroit and their near-by farm neighbors. The Division is in charge of C. A. Brigham, formerly secretary of the Michigan Farm Bureau Federation, and J. P. Powers.

-----0-----

The new Federal crop-reporting moving picture film entitled, "Production's Pulse," was shown for the first time in any State at the Centennial State Fair at Sedalia, Mo., on August 16, at a meeting of representatives of the Missouri Cooperative Crop Reporters Association.

-----0-----

C. A. Norcross, Marketing Specialist, College of Agriculture, University of Nevada, Reno, Nev., has arranged a meeting to be held at Reno, August 26 and 27, for those interested in the marketing of farm products through the cooperative method.

-----0-----

The municipal government of Kansas City, Kans., recently appropriated \$75,000 in bonds for the purpose of establishing a public market. The local Chamber of Commerce is collecting data relative to similar markets in other cities.

-----0-----

An appropriation of \$80,000 was made by the Pennsylvania Legislature for the work of the State Bureau of Markets for the biennial period beginning June 1, 1921.



## FORMS APPROVED FOR LIVE-STOCK SHIPPING ASSOCIATIONS

The second conference of the marketing men working upon the problem of the standardization of practices for local cooperative live-stock shipping associations was held in Chicago, August 4 and 5. The following took part in the discussions: Frank Robotka, Iowa State Agricultural College; F. G. Ketner, Ohio Farm Bureau Federation; E. E. Compson, Michigan Live-Stock Exchange; W. H. Favinger, Albion (Ind.) Shipping Association; Walter J. Roth, University of Illinois; Ralph Loomis, University of Missouri; H. H. Bailey, School of Commerce, University of Illinois; H. W. Mumford, Illinois Agricultural Association; and C. V. Whalin, Federal Bureau of Markets and Crop Estimates.

Among the forms approved tentatively were, weigh ticket, invoice, prorate sheet, shipment summary record, and cash journal.

Attention was given to methods of getting the forms introduced in the various States and it was the consensus of opinion that the marketing men in the different States would have to devise methods that would be suited to local conditions. An informal invitation was received by the committee to hold its third session in Columbus, Ohio.

----O----

Agricultural statistics for the following States and their counties have been published by the Bureau of the Census, Washington, D. C., Alabama, Arizona, California, Colorado, Connecticut, Delaware, District of Columbia, Florida, Idaho, Indiana, Iowa, Kentucky, Maine, Maryland, Massachusetts, Minnesota, Missouri, Montana, Nevada, New Hampshire, New Jersey, New Mexico, New York, North Dakota, Ohio, Oregon, Rhode Island, Tennessee, Utah, Vermont, Washington, West Virginia, and Wisconsin.

----O----

Paul L. Miller, Research Agent in Marketing, College of Agriculture, University of Minnesota, St. Paul, Minn., conducted studies along three lines during the year ending with June, 1921. These studies were: (1) Recent Developments in Potato Marketing, (2) Grain Elevator Accounting, and (3) Prorating Practices of Live-Stock Shipping Associations.

----O----

At the 1921 session of the New Hampshire Legislature an appropriation of \$10,000 was made for marketing work for the two-year period between regular sessions. This is an increase of one hundred per cent.

----O----

The Maine Legislature appropriated \$5,225 for marketing work in the State for the fiscal year beginning July 1, 1921. This is an increase of \$1,000 over that of last year.

## A WAREHOUSE LAW FOR SOUTH CAROLINA

An act to regulate the storage, grading and marketing of cotton and other non-perishable farm products was passed by the General Assembly of South Carolina at its session early in 1921. The act provides for a State Warehouse Commissioner at a salary of \$3,000 a year, who shall accept "as authoritative the standards and classifications of cotton established by the Federal Government."

The Commissioner is given authority to operate warehouses for the storage of cotton and to issue warehouse receipts. It is the duty of the Commissioner to foster and encourage the erection of warehouses in the various towns and counties so as to localize the storing of non-perishable farm products.

It is provided that the Commissioner, in addition to his other duties, may assist owners of stored cotton to secure loans and to sell and dispose of their cotton in the home or foreign markets. A reasonable charge is to be made for this service, and the receipts from the service placed in a special fund.

The act carries an appropriation of \$15,000 for the conduct of the warehouse and marketing work.

----O----

Tentative grades for tobacco for use at Mount Joy, Pa., as the basis of warehouse receipts under the United States Warehouse Act have been approved by the Federal Bureau of Markets and Crop Estimates. They are: Tops, Binders, B's, and Fillers. Grade lengths of two inches will be used for tobacco leaves between 16 and 30 inches in length. Only unstemmed tobacco will be considered in issuing receipts at Mount Joy.

----O----

John F. Ware, Market Specialist, College of Agriculture, Bozeman, Mont., has been assisting Chester B. Davis, Commissioner of Agriculture, Helena, Mont., in working out market reports to be distributed to farmers, which will show what is considered to be a fair price in various freight zones.

----O----

The College of Agriculture of the University of Minnesota, St. Paul, Minn., is preparing to offer to students in the short course in general agriculture, during the coming year, a twelve-weeks course in market accounting.

----O----

The State Department of Agriculture, Olympia, Wash., is planning to establish, in the near future, a market-news service in the State, in connection with the broadcasting of market-news by radio.



F. A. Gist, Agricultural Statistician, Montgomery, Ala., recently addressed the Alabama teachers of agriculture upon the subject, "Proposed Course of Instruction on Crop Reporting and Use of Students as Practice Reporters." Representatives of 42 schools agreed to give attention to crop reporting work in the classes in farm management. It is proposed to start the school work with the September schedule. Mr. Gist has already issued a circular addressed to teachers of agriculture in which he sets forth many of his ideas on the subject and gives suggestions for conducting the work. He contemplates giving three lectures a year to each school offering a course in crop reporting.

-----O-----

The American Economic Review for June contains five articles that are likely to be of special interest to those engaged in marketing work. They are, "Marketing of Agricultural Products," by James E. Boyle, Cornell University; "Criteria of Marketing Efficiency," by Fred E. Clark, Northwestern University; "Farmers' Cooperative Associations," by Asher Hobson, Columbia University; "Grain Standardization," by H. Bruce Price, Yale University; and "Stabilization of Prices," by B. H. Hibbard, Wisconsin University.

-----O-----

The list of cooperative associations in Montana, compiled and issued in mimeographed form by John F. Ware, Marketing Specialist, Montana Agricultural College, Bozeman, Mont., includes the names and addresses of 131 cooperative grain elevators, 60 stock associations, 45 cooperative stores, 12 live-stock shipping associations, and 41 miscellaneous associations.

-----O-----

Dr. E. G. Nourse, Chief, Agricultural Economics Section, State College of Agriculture, Ames, Iowa, was in Washington, D. C., this week attending the hearings being conducted by the Interstate Commerce Commission relative to freight rates on grain products and hay.

-----O-----

"Cooperative Marketing" is the title of an address to be made at Greenwood, Va., September 1, by Lloyd S. Tenny, Assistant to the Chief, In Charge of the Division of Cooperative Relations, Federal Bureau of Markets and Crop Estimates.

-----O-----

C. W. Fryhofer, Supervising Inspector of Dairy Products, Federal Bureau of Markets and Crop Estimates, is assisting the Wisconsin Department of Markets, Madison, Wis., in the working out of standards for foreign and domestic cheese.

R. H. ELSWORTH,  
Acting in Charge,  
Division of Cooperative Relations.

# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY  
STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF  
MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

AUG 29 1921  
U. S. Department of Agriculture

August 24, 1921

Number 24.

## STANDARDIZATION AND INSPECTION OF COLORADO FRUITS AND VEGETABLES

William F. Allewelt, Director, State Division of Marketing, Fort Collins, Colo., under date of July 20, 1921, promulgated standards for grades for the following vegetables: White potatoes, cabbage, northern-grown onions, head lettuce, rough celery, washed celery, cucumbers, fresh tomatoes, beans - green, pod or wax -, cauliflower, bunched vegetables, and sacked vegetables. In most instances the standards promulgated are those recommended by the Federal Bureau of Markets and Crop Estimates with only such modifications as were necessary to make them applicable to Colorado products. The adopted grades with definitions of grade terms have been published in booklet form.

H. W. Samson, Specialist in Standardization, Federal Bureau of Markets and Crop Estimates, recently spent two weeks in Colorado assisting Mr. Allewelt in formulating plans for the standardization and inspection work of the State Division. Six field meetings were held in the fruit-producing region and tentative grades for western-slope apples were drafted for both bulk and box stock.

The Colorado Division of Marketing is charged with the task of furnishing shipping-point inspection for the fruits and vegetables prepared for marketing. During July an even thousand cars were inspected. These were loaded mostly with cabbage and mixed vegetables. A large force of inspectors will be put in the field as soon as an administrative staff can be organized, inspectors trained, and rules of procedure prepared. H. D. Locklin, Assistant in Horticulture, State Agricultural College of Colorado, has been selected as Supervising Inspector for the western-slope.

-----0-----

The Virginia Polytechnic Institute, Blacksburg, Va., this fall will offer to students in agriculture, work in agricultural economics and marketing. These courses were included in the curriculum at the suggestion of the Agricultural Policy Committee on Marketing, which is composed of leading farmers and agricultural workers in the State. Gustav P. Warber, formerly with the Federal Bureau of Markets and Crop Estimates, will have charge of the course. Professor Warber will spend a part of his time in studying conditions in the field and will assist county agents and farmers in their efforts towards getting marketing organizations established on a sound economic basis.



## RECENT PUBLICATIONS OF INTEREST TO MARKETING MEN

The hearings on general tariff revision before the Committee on Ways and Means of the United States House of Representatives have been published in seven parts as follows: Part I, Schedule A, chemicals, oils, and paints; Schedule B, earths, earthenware and glassware; Part II, Schedule C, metals; Schedule D, wood; Schedule E, sugar and molasses; Part III, Schedule F, tobacco; Schedule G, agricultural products and provisions; Schedule H, spirits, wines and other beverages; Part IV, Schedule I, cotton; Schedule J, flax, hemp, and jute; Schedule K, wool; Schedule L, silk and silk goods; Schedule M, papers and books; Part V, Schedule N, sundries; Part VI, administration, miscellaneous, appendix; Part VII, general index.

"Cooperation for Selling" is the subject of Extension Circular No. 29, by A. B. Bryan, Agricultural Editor at Clemson Agricultural College, Clemson College, S. C. This circular briefly outlines the principles of the cooperative marketing of cotton, tobacco, and other crops as now being offered to farmers of South Carolina.

"Sugar Cane for Syrup Making" is the title of Bulletin No. 199, issued by the Mississippi Agricultural Experiment Station, Agricultural College, Miss. The bulletin, prepared by E. B. Farris, contains a short discussion regarding containers for syrup and the marketing of the finished product.

"An Agricultural Index for Farmers" is the title of Bulletin No. 63, published by the Division of Extension, Virginia Polytechnic Institute, Blacksburg, Va. An outline is given of a system devised for the convenient classification and filing of information relating to the agricultural industry.

"Cotton Production in the United States, Crop of 1920" is the title of a bulletin issued by the Federal Bureau of the Census. The bulletin includes statistics relative to the cotton ginned from the 1920 crop for the several States and for individual counties.

"The Economic Forces That Have Determined the Prices of American Farm Products in Recent Years" is the title of a study by Dr. H. C. Marshall of the Federal Bureau of Markets and Crop Estimates, and now in press as Department of Agriculture Bulletin No. 998.

----O----

F. S. Ruggles, Investigator in Cooperative Marketing, Federal Bureau of Markets and Crop Estimates, is accompanying W. F. Heppe, Extension Agent in Marketing, Fort Collins, Colo., on a field trip to the San Louis Valley in southern Colorado where potato growers are organizing in an effort to handle the four thousand car crop on a cooperative basis. It is expected that several weeks will be spent with the growers.

## A FULL MARKETING PROGRAM FOR THE CURRENT YEAR

The New Jersey Bureau of Markets, Alexis L. Clark, Chief, Trenton, N. J., is developing nine lines of work as follows:

1. Standardization of Products. D. S. Dilts, P. B. Bennetch.
  - a. Investigating crop and commercial requirements in grading.
  - b. Establishing standard grades for white potatoes, sweet potatoes, tomatoes, onions, peaches, apples, milk, eggs and hay.
  - c. Inspection for shipping-point certification and grade protection.
2. Transportation. H. B. Bamford.
  - a. Investigating needs of local communities as to seasonal car supplies, refrigeration service, train schedules, etc.
  - b. Cooperating with freight and express carriers in supplying requirements, reducing losses and delays, adjusting rates, etc.
  - c. Promoting motor-truck transportation wherever practicable.
  - d. Cooperating with other States in interstate commerce matters.
  - e. Presenting problems to State and national regulatory bodies.
3. Buying and Selling Organizations. P. B. Bennetch, K. Hankinson, F.App.
  - a. Assisting groups of producers to form cooperative associations.
  - b. Assisting in maintaining proper accounting systems, locating sources of farm supplies, and distributing products.
  - c. Cooperating with consumers' organizations in purchasing in quantities.
  - d. Studying principles and practices of cooperation.
4. Costs of Marketing. P. B. Bennetch, W. H. Hamilton, J. E. Lownie, F.App.
  - a. Cooperating with Federal Bureau on costs of milk distribution.
  - b. Securing reports from farmers showing costs of marketing fruits and vegetables.
5. Market Reporting. B. W. Sherburne.
  - a. Cooperating with Federal Bureau in compiling leased-wire market news.
  - b. Issuing Weekly Market Letter to producers.
  - c. Issuing Weekly City Market Letter to consumers' organizations.
  - d. Issuing daily wholesale report to newspapers and county agents.
6. Increasing Milk Consumption. P. B. Bennetch.
  - a. Cooperating with producers' and consumers' organizations, and public school system, in education, publicity and legislation.
7. Retail Marketing. K. Hankinson.
  - a. Cooperating with State Federation of Women's Clubs and New Jersey League of Women Voters on more efficient retail distribution.
  - b. Establishing farmers' public markets in municipalities.
  - c. Promoting sound practices in roadside marketing.
  - d. Encouraging more efficient methods among retail dealers.
8. Wholesale Marketing. P. B. Bennetch, H. B. Bamford.
  - a. Licensing and bonding milk dealers purchasing from producers.
  - b. Cooperating with commission dealers regarding better selling practices.
9. Educational Publicity. C. E. Sholl.
  - a. Supplying newspapers with reports regarding seasonal crop and market conditions.
  - b. Promoting spirit of inter-dependence between producers and consumers.



## NEW COOPERATIVE LAW IN SOUTH CAROLINA

Among the laws passed by the General Assembly of South Carolina at its 1921 session was Act No. 203, "to promote, foster and encourage the intelligent and orderly marketing of agricultural products through cooperation, and to eliminate speculation and waste and to make the distribution of agricultural products as direct as can be efficiently done between producer and consumer, and to stabilize the marketing problems of agricultural products."

The law provides for the organization of associations with and without capital stock, and for the issuing of preferred stock by capital stock associations. Provision is made for members' contracts which require the members to sell, for any period of time not over ten years, all or any specified part of their agricultural products exclusively to or through the association. Specific sums may be fixed as penalties for breach of contract. The law also provides that all necessary and proper agreements and contracts may be made with other cooperative associations and that two or more associations may use the same agencies for conducting business.

-----0-----

The State Marketing Bureau, Hartford, Conn., is supplying daily marketing information to producers and dealers in the State in the form of the Connecticut Market Bulletin. This is a one-page bulletin giving prevailing prices for fruits, vegetables, poultry, dairy products, meat products, and grain, on the Waterbury, Bridgeport, New Haven and Hartford markets. Each issue, in addition to the price reports, contains short articles giving information of vital interest to those concerned in the marketing of farm produce.

-----0-----

Four bureaus have been established by Dr. H. H. Halladay, Commissioner of Agriculture, Lansing, Mich., in the recently created State Department of Agriculture. The names of these bureaus and the men selected as directors are as follows: Bureau of Agricultural Development, J. A. Doelle; Bureau of Foods and Drugs, F. L. Woodworth; Bureau of Animal Industry, H. W. Norton, Jr.; Bureau of Dairying, director not yet selected. The marketing work of the department is scattered through the different bureaus.

-----0-----

The Arkansas Farm and Marketing Bulletin, published monthly by the State Department of Mines, Manufactures and Agriculture, Little Rock, Ark., gives the current sale prices of the more important farm products and the prices of products bought by the farmer in large quantities. Among the products for which prices are quoted are, cattle, sheep, hogs, horses, wool, milk, eggs, butter, apples, peaches, grapes, peanuts, potatoes, hay, tomatoes, cabbages, cotton, and poultry.

## INSPECTION SERVICE EXPANDING IN THE NORTHWEST

Delegates representing the potato growers of Washington, at a conference in Yakima, Wash., recently called by E. L. French, Director of the State Department of Agriculture, voted to adopt, as official grades for inspection, the No. 1 and No. 2 grades for potatoes recommended by the Federal Bureau of Markets and Crop Estimates. Following the conference and in furtherance of the plan for a coordinated State and Federal inspection service in the State of Washington, C. L. Robinson, State Supervisor of Horticulture, and F. S. Kinsey, Supervising Inspector of the Federal Bureau, instructed thirty inspectors and deputies from all over the State in the Federal method of inspecting fruits and vegetables and of issuing grade certificates. The Federal inspectors' handbook was explained paragraph by paragraph and the doubtful points discussed. Problems connected with the inspection of potatoes and apples occupied most of the time, but the instructions covered all kinds of produce which may be shipped from the State. In commenting upon the advantages which the producers would receive from this cooperative arrangement, Director E. L. French stated that last year nineteen inspectors were working on Yakima apples at the peak of the season, and twenty-one at Wenatchee. This year it is estimated that sixty inspectors will be serving the producers at Wenatchee alone.

-----O-----

L. B. Jackson, Director, State Bureau of Markets, Atlanta, Ga., is urging Georgia's urban population to buy Georgia products. In his Market Bulletin for August 18 he says, "The prosperity of every nation rests upon the financial condition of its agricultural sections.... It is with great gratification we note that the papers of the State are vigorously taking hold of this phase of marketing, and urging the cities to supply their needs from Georgia-grown products."

-----O-----

F. O. Hooten, Supervisor, Markets Division, Agriculture and Industries Department, Montgomery, Ala., was in Washington, D. C., three days last week conferring with Bureau Specialists relative to the development of new lines of work in Alabama. While here he inspected the sweet potato marketing film with the idea of determining to what extent it could be used in connection with field work.

-----O-----

Last week Dr. W. L. Wanlass, Research Agent in Marketing, and Professor John T. Caine, formerly Director of Extension at the Utah Agricultural College, Logan, Utah, assisted the cattle growers of Wasatch County in organizing a cooperative live-stock marketing association. This county markets about four thousand head of high-grade beef cattle annually.



Cotton classing was conducted cooperatively by the Federal Bureau of Markets and Crop Estimates with the State Extension Services and local associations of cotton growers in eighty-five communities during the past fiscal year. A total of 450,000 bales of cotton was classed, and approximately 60,000 bales were sold by the producers collectively at an average saving of four cents a pound. As a rule the local associations bore the expense of local classers and the Federal Bureau furnished supervision for the classers. In each case the local classers supplied information as to methods of selling and the factors that influence grade. It is estimated that the growers received from one-half cent to six cents a pound more for their cotton than they would have received but for the cooperative service.

-----0-----

William Cuning, Assistant Grain Supervisor at the Kansas City office of the Federal Bureau of Markets and Crop Estimates, assisted the Missouri State Grain Inspection Department in grading grain at the State Centennial fair at Sedalia during the third week in August. Samples of grain brought in by farmers were graded according to the Federal grades and the farmers informed as to the grade of their grain:

-----0-----

E. G. Montgomery, who has been in charge of the Foreign Markets Division of the Federal Bureau of Markets and Crop Estimates, tendered his resignation effective August 15 to become Chief of the Division of Foods of the Bureau of Foreign and Domestic Commerce of the United States Department of Commerce.

-----0-----

The North Carolina Division of Markets, Raleigh, N. C., was granted an appropriation of \$40,450 for the conducting of marketing work in the State for the fiscal year beginning December 1, 1920. An additional appropriation of \$10,000 was made for the crop reporting service.

-----0-----

Z. R. Pettet, formerly in crop reporting work in Georgia for the United States Department of Agriculture, has been selected to make a study of the Census agricultural statistics and those of the Department for the purpose of reconciling the two reports.

-----0-----

A tentative list, by States, of manufacturers and jobbers of containers has been compiled and issued in mimeographed form by the Federal Bureau of Markets and Crop Estimates.

W. A. Sherman, Specialist in Charge of the Fruit and Vegetable Division, Federal Bureau of Markets and Crop Estimates, leaves this week for an extended trip through the middle-western and western States. His tentative itinerary calls for stops in Ohio, Indiana, Illinois, Kentucky, Missouri, Colorado, Utah, Nebraska, North Dakota, South Dakota, Minnesota, Wisconsin, Michigan and Pennsylvania. He will visit field offices of the Federal Bureau and will confer with State officials and managers of growers' organizations relative to the marketing of fruits and vegetables, especially potatoes. He will also take up questions in connection with the cooperative work in the market-news service.

---O---

Eighteen courses in agricultural economics are being offered by the Division of Agricultural Economics of the University of Minnesota, St. Paul, Minn., for the coming school year. Dr. John D. Black, who is in charge of the work, will be assisted by a staff of seven men. H. Bruce Price, formerly of Yale, will give courses in marketing; Holbrook Working, courses in statistics and prices; Paul Miller, short course in accounting; V. R. Wertz, general courses in agricultural economics; and C. F. Clayton, Edwin Gounnity and G. C. Hass will serve as research assistants.

---O---

The specialists of the Federal Bureau of Markets and Crop Estimates, engaged upon work of preparing tentative grades for tobacco, are compiling lists of State officials who are informed relative to the growing and marketing of tobacco and who are willing to cooperate in the standardization work by supplying local information needed to carry forward the study.

---O---

J. F. Ware, Marketing Specialist, State College of Agriculture, Bozeman, Mont., is arranging to close his field work in Montana with the end of the current month. He took up his work in Montana the first of October of last year since which time he has conducted field work that has been of great value to the Montana producers of agricultural wealth.

---O---

Beginning July 1, 1921, the work in connection with the collecting of crop statistics was made a part of the North Carolina Division of Markets, Raleigh, N. C., according to an action of the State Board of Agriculture.

---O---

R. R. Lancaster, Specialist in Rural Economics, College Station, Tex., recently assisted the county agent and farmers of Fischer County, Tex., in outlining programs of work for several communities.



The Federal Bureau of Markets and Crop Estimates probably will open market-news reporting stations at the following points on the dates indicated: Alliance, Nebr., potatoes, Aug. 25; Spokane, Wash., apples, Sept. 8; Presque Isle, Me., potatoes, Sept. 8; Waupaca, Wis., potatoes, Sept. 15; Greeley, Colo., potatoes, Sept. 20; Idaho Falls, Idaho, potatoes, Sept. 20; Grand Rapids, Mich., potatoes, Sept. 20. The dates for the opening of the potato stations are only tentative.

---O---

Asher Hobson, Specialist in Market Research, Columbia University and Federal Bureau of Markets and Crop Estimates, is leaving for Wisconsin to visit the cranberry producing sections of the State for the purpose of obtaining data to be used in a study which he is completing regarding the marketing of cranberries. Mr. Hobson has already visited the producing sections of Massachusetts and later he will go to New Jersey to interview the cranberry growers and shippers of that State.

---O---

G. S. Ralston, Associate Professor of Pomology, Virginia Polytechnic Institute, Blacksburg, Va., was recently in Washington in conference with Specialists in the Federal Bureau of Markets and Crop Estimates who are in charge of the standardization and inspection work for fruits and vegetables.

---O---

At the request of C. M. White, Chief of the Maine Division of Markets, Augusta, Me., Sam Greenwood, Wool Classifier, Federal Bureau of Markets and Crop Estimates, is assisting, for about three weeks, the wool producers of the State in classifying and grading their 1921 wool-clip.

---O---

Hilding E. Anderson, who has been teaching marketing in the Division of Agricultural Economics, University of Minnesota, St. Paul, Minn., the past year has been given a year's leave of absence in order to take up graduate work in marketing at Columbia University.

---O---

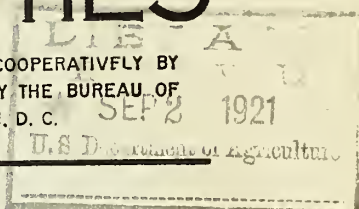
Robert Bier, Investigator in Marketing Fruits and Vegetables, Federal Bureau of Markets and Crop Estimates, will spend the first ten days of September in South Deerfield, Mass., working with State officials relative to the establishment of grades for onions.

---O---

L. S. TENNY,  
Assistant to the Chief,  
In Charge, Division of Cooperative Relations.

# MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY  
STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF  
MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



August 31, 1921.

Number 25.

## COUNTY AGENTS FAVOR COURSE IN MARKETING

In response to a recent questionnaire regarding courses of study sent to the county agents of the United States, 1414 replies were received. Of these 790 were from agents in the Northern and Western States and 624 from agents in the Southern States. Of the total 1414 agents replying 1060 indicated that marketing should be included in any course of study designed to prepare men for county agent work.

Twelve other subjects suggested for inclusion in a course preparatory to extension work, and the number of agents favoring each subject, are as follows: Business administration, 1038; public speaking, 988; extension organization, 958; journalism, 843; psychology, 757; photography, 377; economics and rural economics, 101; sociology, 53; mechanics and engineering, 50; salesmanship, 35; law, 31; English, 21.

-----0-----

Ralph Loomis, Assistant Professor of Rural Organization, College of Agriculture, Columbia, Mo., during the last fiscal year spoke at 312 meetings attended by 10,074 people, participated in 71 conferences, took part in 3 schools of instruction for shipping association managers, and assisted 50 live-stock shipping associations in their efforts to improve their accounting systems and to adopt approved business practices. As a result of this field work 37 live-stock shipping associations were formed in 22 counties, 20 elevators or warehouse associations were formed in 11 counties, and 7 elevators in 6 counties are now reported in process of formation.

-----0-----

C. A. McNabb, Agent in Marketing, College of Agriculture, State College, N. M., recently responded to an urgent request for assistance from the farmers of a famous New Mexico valley, and after making a careful analysis of the problem in hand, made it "quite plain to the growers that the remedy for the existing market ailments lay in the elimination of Johnson grass and weeds from their alfalfa and the planting of pure seed for their grain crops."



## RECENT PUBLICATIONS OF INTEREST TO MARKETING MEN

"The Road to Better Marketing" is the title of Circular No. 136 issued by the Extension Service of the College of Agriculture of the University of Wisconsin, Madison, Wis. The Foreword by Dean H. L. Russell is as follows: "Can the peaks and valleys in prices, which are injurious alike to consumers and producers, be reduced by more efficient marketing methods? On the solution of this problem depends the future of American agriculture." The text of the circular was prepared by Dr. Theodore Macklin and is illustrated by graphs showing for a number of commodities the periods of production as compared with the twelve months during which consumption normally proceeds.

The following reports of hearings before Congressional Committees have been issued in printed form: Report of the hearings by the House Committee on Coinage, Weights and Measures, on H. R. 4900, relative to standards for hampers and baskets for fruits and vegetables; Parts 1 to 15 of the hearings relative to tariff legislation before the Senate Committee on Finance; Parts 1 to 9 of the hearings before the Joint Commission of the Senate and House for Agricultural Inquiry.

The Minutes of the Seventh Annual Meeting of the Melon Distributors' Association in Macon, Georgia, February 11 and 12, 1921, have been issued in printed form by the secretary, R. H. Pennington, Evansville, Ind. The official proceedings are supplemented by a membership roster, and advertisements of firms handling melons are included.

The "Report of the Top Making Trade" prepared by the subcommittee on wool tops and yarns, appointed by the Standing Committee on the Investigation of Prices, has been published in London by "His Majesty's Stationery Office." The report gives many figures bearing upon the cost of marketing wool.

"An Agricultural Index for Farmers" is the title of Bulletin No. 63 issued by the Extension Division of the Agricultural and Mechanical College, Blacksburg, Va. The bulletin, prepared by Frank C. Baldwin, contains suggestions for classifying and filing material bearing upon agricultural problems.

The subject of "Sweet Potato Storage in Delaware" is treated in Bulletin No. 127 of the Agricultural Experiment Station, Newark, Del. T. F. Manns is the author of the bulletin.

The Federal Trade Commission, Washington, D. C., has issued a report on the "Tobacco Industry."

-----O-----

The wool exhibit of the Federal Bureau of Markets and Crop Estimates is being shown at a large number of State and district fairs this season. Several of the States are also displaying exhibits of wool and manufactured woolen goods. During the 1920 season the Federal wool exhibits were shown at 27 fairs in 22 States.

## INTERESTING ARTICLES IN CURRENT PERIODICALS

The August issue of the Radio News contains an article entitled "Broadcasting Radio Market News by the Missouri State Board of Agriculture," by Daniel C. Rogers of the Missouri State Marketing Bureau, Jefferson City, Mo. The editor of the publication in commenting upon the article says in part, "The State of Missouri will very shortly broadcast market news throughout the State, and is now taking steps to install radio apparatus in all the principal cities and every county in the State."

"McNabb, the Man who Pointed the Pinto Right" is the title of an illustrated article in the August issue of Capper's Farmer, Topeka, Kan. The article, written by Frank George, is an account of the work of C. A. McNabb, Agent in Marketing in New Mexico, in assisting the growers of pinto beans to organize for selling collectively their annual crops.

The Quarterly Publication of the American Statistical Association for June, contains a review by Dr. Kemper Simpson, Associate Specialist in Economic Research, Federal Bureau of Markets and Crop Estimates, of a book entitled "The Financial Policy of Corporations" by A. S. Dewing.

"A Use for Trigometric Tables in Correlation" is the title of an article in the June number of the Quarterly Publication of the American Statistical Association by Holbrook Working, Assistant Professor of Agricultural Economics, College of Agriculture, St. Paul, Minn.

The Extension Service Farm News, College Station, Texas, in a recent issue, publishes an article on "Time to Market Lambs" by W. T. Magee, Sheep Specialist.

"The World's Wheat" is the title of a reprint from the Journal of the Royal Statistical Society for May, 1921. The article is by Sir James Wilson, K. C. S. I.

---0---

Dr. W. L. Wanless, Director of the School of Commerce and Business Administration, Agricultural College, Logan, Utah, is assisting the Utah State Commissioner of Agriculture to develop a plan for marketing at home the one million tons of surplus hay being produced this season. Already a committee of bankers and stockmen has been appointed to arrange for financing purchases of live stock.

---0---

I. C. Franklin, Specialist in Storage, Federal Bureau of Markets and Crop Estimates, is cooperating with the State officials of New Jersey, New York and Illinois, in an investigation of the movement of eggs from storage houses in the West to Eastern markets and the final distribution of the eggs through the channels of trade in the Eastern cities.



GRADED WOOL SOLD ON TELEGRAPHED BID

Daniel C. Rogers of the Missouri State Marketing Bureau reports that the St. Joseph (Mo.) Wool Pool sold 87,000 pounds of wool at public sale August 24. The larger part of the wool was bought by a Boston firm on a bid submitted by wire and based upon the tentative Federal wool grades which had been used by the manager of the pool in grading the wool. The prices at which the wool sold are as follows: Fine combing, 25¢; fine French combing, 22-1/5¢; fine clothing, 19-1/10¢; fine feeder, 15-4/5¢; 1/2-blood combing, 24¢; 1/2-blood French combing, 23¢; 1/2-blood clothing, 19¢; 3/8-blood combing, 22¢; 3/8-blood baby combing, 19¢; fine burry, 15¢.

-----0-----

Dr. Henry E. Erdman, Assistant Professor of Rural Economics at the Ohio State University, has been appointed temporarily Specialist in Cost Accounting in the Bureau of Markets and Crop Estimates. He is outlining a study of the cost of marketing for the more important farm products. Dr. Erdman is a native of South Dakota. He was graduated from the South Dakota State College of Agriculture with the degree of B. S. in 1912, was a Graduate Assistant at the University of Wisconsin in 1916-17, and in 1920 received his Ph.D. degree from that institution. Since 1917 Dr. Erdman has been a member of the faculty of the Ohio State University.

-----0-----

F. G. Robb, Specialist in Inspection, Federal Bureau of Markets and Crop Estimates, is on a field trip through Colorado, Utah, California, Oregon, Washington, and Idaho. He is observing the inspection work being done in those States and conferring with the state marketing officials relative to obtaining uniformity of forms and terminology for State certificates of inspection, and the possibility of standardizing methods of procedure in making inspections, in order that there may be consistency between the certificates issued by the various States and the Federal Bureau.

-----0-----

George O. Gatlin, Assistant, Division of Cooperative Relations, left Washington, Monday, August 29, on a trip to Athens and Atlanta, Georgia, for the purpose of conferring with the Director of Extension, marketing agents, agricultural statistician, and officials of the State Department of Agriculture relative to plans for conducting marketing work in that State. He will return to Washington about September 5.

## AGRICULTURAL ECONOMICS EXHIBIT AT IOWA STATE FAIR

The Agricultural Economics Section of the Iowa State College of Agriculture, Ames, Iowa, has prepared an exhibit for the Iowa State Fair. One feature of this exhibit stresses the farm layout as a factor in efficient organization of the farm enterprise, and the other deals with the live-stock shipping associations and the principles necessary for efficient cooperative marketing.

The farm organization exhibit consists of two farms reproduced in miniature. One of these shows an arrangement of fields which developed without a definite plan, and the other shows the same farm reorganized along efficient lines. The cooperative marketing exhibit shows the extent and benefit of cooperative live-stock marketing as revealed by a survey of shipping associations recently completed. It also points out the essentials of success in cooperative shipping both on the part of the management and the members. Data for two typical associations are given. One of these operates on lines of efficiency and economy and the other is less successful because of smaller size and inefficient management.

---O---

The first Biennial Report of the Nebraska Department of Agriculture has been issued by Leo Stuhr, Secretary of Agriculture, Lincoln, Nebr. The report covers the period from December 1, 1918, to December 1, 1920. That portion of the report dealing with the work of the Bureau of Markets and Marketing, indicates the more important problems taken up by the Bureau under the following subheadings: "Weights and Measures," "Agricultural Statistics," "Potatoes - Grading of Carlot Shipments," "Cold Storage," "Agricultural Seeds." The cost of conducting the marketing work during the biennium was \$58,800.59.

---O---

George Butterworth, Specialist in Cotton Classing, Federal Bureau of Markets and Crop Estimates, is on a field trip through the North Atlantic and New England States, conferring with the directors of textile schools relative to plans for conducting on a cooperative basis studies concerning the standardization and strength of cotton staple.

---O---

Lawrence A. Carlisle has been placed in charge of the work of the State Bureau of Markets, Concord, N. H. He is a graduate of the New Hampshire College, for a time was leader in the boys' and girls' club work, and later principal of the agricultural high school at Jefferson, N. H.

---O---

Mrs. Frances Y. Kline, Marketing Specialist, with the South Carolina Extension Service, is stationed at Winthrop College, Rock Hill, S. C.



## MARKET REPORTING SERVICE ESTABLISHED IN NEBRASKA

The Nebraska State Bureau of Markets and Marketing, Lincoln, Nebr., inaugurated a market reporting service on August 15. A loop of the leased wire of the Federal Bureau of Markets and Crop Estimates has been extended to the Lincoln office. Reports based on the market news passing over the leased wire are released daily to the newspapers of the State. A market reporter has been stationed at Omaha and daily reports will be prepared, in cooperation with the Federal reporters, for the Omaha newspapers.

The Nebraska reporting service has been placed under the immediate direction of H. D. Propps, in charge of the publicity work of the State Department of Agriculture, who is developing the service under the general supervision of Leo Stuhr, Secretary of the State Department.

J. C. Gilbert, Specialist in Market Extension, Federal Bureau of Markets and Crop Estimates, spent three weeks in Nebraska assisting the officials of the State Department in working out the details of the service.

Dr. T. B. Symons, Director of Extension Service, University of Maryland, and Lloyd S. Tenny, Assistant to the Chief, Federal Bureau of Markets and Crop Estimates, addressed the Washington County Farmers' Picnic at Hagerstown, Md., August 27. "Agricultural Conditions in Europe" was the subject of Dr. Symons' address, and "Cooperation as a Means of Standardizing Farm Crops" the subject on which Mr. Tenny spoke.

Plans are being developed for furnishing the Philadelphia papers with comprehensive daily market reports of the fruits and vegetables sold on the Philadelphia markets. The proposed service will be conducted cooperatively by the New Jersey, Pennsylvania, and Federal Bureaus of Markets. J. C. Gilbert, Specialist in Market Extension, Federal Bureau of Markets and Crop Estimates, is assisting the State officials in formulating the plans for this service.

The cotton exhibit of the Federal Bureau of Markets and Crop Estimates will be shown at the Textile Products Show at Greenville, S. C., October 6 to 12.

The office of the Agricultural Statistician for California has been transferred from San Francisco to Sacramento.

## WOOL GRADING DEMONSTRATIONS IN MAINE

C. M. White, Chief, State Division of Markets, Augusta, Maine, in cooperation with the Maine Sheep and Wool Growers' Association, during the week ending August 20, conducted wool grading demonstrations with eleven local associations. A total of 18,231 pounds of wool was graded according to the tentative types of the Federal Bureau of Markets and Crop Estimates. Mr. White was assisted in the demonstration work by J. Thomas Dionne, Field Agent in Maine Division of Markets, and Samuel T. Greenwood, Wool Classifier, Federal Bureau of Markets and Crop Estimates.

-----O-----

Hugh J. Hughes, Director of Markets, Department of Agriculture, St. Paul, Minn., recently called a meeting of marketing men for the purpose of discussing the legal steps necessary for organizing large commodity organizations which would overlap State boundaries. This conference was attended by the managers of the larger associations now functioning in Minnesota, also by W. R. Porter, Extension Agent in Marketing in North Dakota, and Paul L. Miller, Research Agent in Marketing, University of Minnesota.

-----O-----

W. K. Makemson, formerly Food Products Inspector of the Federal Bureau of Markets and Crop Estimates, in charge of the Cleveland office of the Inspection Service, has accepted a position with the Agricultural Experiment Station, Gainesville, Florida, as Extension Entomologist and Plant Pathologist.

-----O-----

A. L. Jerdan, Marketing Specialist, College of Agriculture, Knoxville, Tenn., has decided to add to his regular projects one in cotton marketing. A plan of procedure is being worked out whereby assistance will be given to the cotton growers in Western Tennessee.

-----O-----

J. S. Dennee, Agricultural Statistician, Atlanta, Georgia, will transfer at the close of the present crop season to the Maryland-Delaware district, where he will succeed J. J. Darg who retired from the reporting service with the close of the last fiscal year.

-----O-----

J. F. Fooshe, Director of the Virginia Division of Markets in 1919, was elected secretary and treasurer of the Peanut Growers' Exchange, Inc., Suffolk, Va., at the recent meeting for the permanent organization of that association.



The act creating the Missouri State Marketing Bureau was amended at the special session of the legislature held in July, so as to provide for the appointment of the State Marketing Commissioner by the State Board of Agriculture (or its successor at law) with the consent of the Governor. The amended law also gives the Board authority, with the approval of the Governor, to fix the number of employees and their compensation, provided that the number of regularly employed persons shall not exceed twenty nor their compensation be greater than that paid to other State employees possessing like qualifications and rendering like services.

---O---

The Federal Bureau of Markets and Crop Estimates is assisting the War Finance Corporation in connection with its plan to finance 200,000 bales of cotton for the Oklahoma Cotton Growers' Association and 300,000 bales for the Texas Farm Bureau Federation. Four men from the Federal Bureau have been assigned to this work. Two men from the Warehouse Division will inspect warehouses and equipment and two men from the Cotton Division will class cotton.

---O---

The College of Agriculture, Columbus, Ohio, is arranging to certify seed this fall for Ohio farmers. Seed to be certified will need to be free from chess, cockle, rye, and stinking smut, and cannot contain more than five-tenths of one per cent of varieties other than the one for which certification is requested.

---O---

A cooperative arrangement has been entered into by the Wisconsin Department of Markets, Madison, Wis., and the Federal Bureau of Markets and Crop Estimates, whereby a drop from the Federal leased wire will be placed in the Madison office of the Wisconsin Department and daily market reports issued for the benefit of Wisconsin farmers.

---O---

In response to a request from the Western New York Fruit Growers' Association, E. W. Stillwell, Investigator in Marketing, is assisting the officers of the association in applying the United States tentative peach grades to this season's output, the grades having been adopted by the association.

---O---

L. S. TENNY,  
Assistant to the Chief,  
In Charge, Division of Cooperative Relations.

# MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY  
STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF  
MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

September 7, 1921.

Number 26.

## TELEGRAPH WIRES BIND STATE AND FEDERAL BUREAUS TOGETHER

Four State marketing bureaus now are connected by telegraph wire with the Washington office of the Federal Bureau of Markets and Crop Estimates. "Drops" from the Federal leased wire system extend into the State bureau offices at Trenton, New Jersey; Lancaster and Harrisburg, Pennsylvania, Madison, Wisconsin; and Lincoln, Nebraska. At each point the State officials are able to "listen in" on the market news messages being sent to and from the various branch offices of the Federal Bureau. Such market information as is of interest to the farmers, dealers and consumers of the four States is copied and given intensive distribution by the State officials. In most cases the distribution is by means of releases to the daily and weekly newspapers and the farm journal press. In one instance the market information is distributed by means of mimeographed reports mailed direct to farmers and other agricultural interests. In the case of Pennsylvania, the work of distribution is facilitated by eight reporters located in important market centers. These men also supplement the national news with local information regarding supply, demand, and prices.

The marked increased appreciation of the value of agricultural market news and its wider distribution through daily and weekly reports is in a large measure due to the progressive program adopted by the National Association of State Marketing Officials. This Association believes that one of the prerequisites of improvement of the Nation's machinery for marketing agricultural products is a national and local market news service that will give producers accurate reports as speedily as possible after the marketing transactions take place.

----0----

Compulsory shipping-point inspection on potatoes will start in Wisconsin about September 10 under the administration of the State Department of Markets, Madison, Wis. Licensed inspectors will be placed at all important shipping points and certificates will be issued for every car. Each certificate will show the grade of the potatoes, also percentages of decay, defective and undersized stock, and will contain a statement relative to the condition of the car and linings. A fee of \$2.50 is charged, to be paid by the shipper. Shippers not satisfied with original inspections may appeal for reinspection by supervising inspectors.



## RECENT PUBLICATIONS OF INTEREST TO MARKETING MEN

"Market Standards and Grades for Nebraska Potatoes" is the title of Bulletin No. 113 issued by the State Bureau of Markets and Marketing, Lincoln, Nebr. The grades which became effective August 1, 1921, have been made to conform quite closely to those recommended by the Federal Bureau of Markets and Crop Estimates, with the addition of two grades designed to meet Nebraska requirements. These added grades are "Grade Fancy" and "Grade Early Nebraska." The first provides a classification for those potatoes which more than meet the requirements of "Grade No. 1" and the "Early Nebraska" furnishes a classification for potatoes of a quality equal to the "No. 1" grade but slightly smaller than are required for that grade. The State Bureau has ruled that in the case of potatoes marketed for seed they shall conform to the classification for "No. 1" grade stock except as to size. Compulsory State inspection of potatoes is being provided by the State Bureau.

A bulletin entitled "Cooperation, a Study in Economic Reform" by Gordon S. Watkins, has been issued by the University of Illinois, Urbana, Ill. The bulletin contains, in addition to a discussion of the various forms taken by cooperative societies in the United Kingdom, a study of consumers' cooperation in the United States. The general progress of this type of cooperation in the various parts of the United States is given. The author regards the cooperative movement as being of first importance among the constructive forces in our economic life.

"Cooperative Livestock Shipping in Iowa in 1920" is the title of Bulletin No. 200 issued by the Agricultural Economics Section of the Iowa State College of Agriculture, Ames, Iowa. E. G. Nourse and C. W. Hamrans are the joint authors. The bulletin covers the history and scope of cooperative shipping in the State as well as methods of operation and financing and gives conclusions reached as to prevailing practices. It contains several maps and many tables.

----O----

Ernest H. Mathewson has been transferred from the Federal Bureau of Plant Industry to the Federal Bureau of Markets and Crop Estimates, for field work in connection with the study being made preliminary to the establishment of tobacco grades. He will have his field headquarters at Reidsville, N. C., and will give special attention to the flue-cured tobacco produced in Virginia, North Carolina, South Carolina and Georgia. This work is being done largely in cooperation with the directors of the agricultural experiment stations.

----O----

Daniel T. Gray, formerly Chief in Animal Industry at the North Carolina Agricultural College, has been appointed Director of the Alabama Agricultural Experiment Station, Auburn, Ala.

## INTERESTING ARTICLES IN CURRENT PERIODICALS

The June issue of the Wyoming Farm Bulletin, published by the Extension Division of the Wyoming College of Agriculture, Laramie, Wyo., is called the "Wool Number." This bulletin contains short articles of interest to the wool grower in regard to the better production and marketing of wool. Among these may be mentioned the following, "What is Wool Worth This Year?", "Comforters from Home Grown Wool", and "A Wool School." Wyoming's "Truth in Fabric Law" is discussed also and the full text given. This law is the first of its kind to be passed by any State legislature.

The August, 1921, issue of the Monthly Labor Review, Bureau of Labor Statistics, Washington, D. C., contains information regarding the development of cooperation in foreign countries. Recently released data regarding number of societies, volume of business, and amount of savings, are given for the following countries: Argentina, Australia (New South Wales), Finland, Germany, Hungary, Italy, Japan, Portugal, Union of South Africa, United Kingdom, Ireland, and Scotland.

"Four Million Pounds of Wool in Michigan Pool" is the title of an article in the August 15 issue of the Montana Farmer descriptive of the work of the State wool pool. A sheep extension specialist from the State Agricultural College is advising the producers and directing their efforts to market their wool to best advantage. Bankers are making cash advances equivalent to half the value of the graded wool.

Hugh J. Hughes, Director of Markets, St. Paul, Minn., furnishes the leading article for the August 20 issue of The Farmer. The article is entitled "What's Coming in Cooperation - A Prophecy." The subheading is "Human nature and the ever present 'Non-Jiner' will halt cooperation well this side of monopoly, but some day producer cooperation will meet consumer cooperation, and that means all of us."

The September issue of Farm and Fireside contains an article entitled "Your Market News by Wireless" by Frank George of the Federal Bureau of Markets and Crop Estimates.

An article bearing the title "A Changed Agriculture" by Henry C. Wallace, Secretary, United States Department of Agriculture, appears in the Banker-Farmer for August.

---0---

One of the purposes of a four-day campaign recently conducted by the Division of Extension, Knoxville, Tenn., in the Middle Tennessee counties was to emphasize the necessity for the study of live-stock market conditions by the farmer in order that he may know the types and weights of animals for which there is the greatest demand and the prevailing prices, and prepare his stock for market accordingly.



## TWENTY-FIVE SPECIALISTS IN ECONOMICS FOR IOWA

Twenty-five men will make up the teaching, research and extension staff of the Agricultural Economics and Farm Management Section of the State College of Agriculture, Ames, Iowa, the coming year. Sixteen courses, providing for undergraduate and graduate work are offered. The program of courses includes the following: Economic History of American Agriculture; Introduction to Agricultural Economics, (1) Farm Organization, (2) Cost and Price; Farm Accounts; Marketing of Agricultural Products; Rural Law and Business Practice; Cooperative Organization in Agriculture; Market Business Practice; Advanced Farm Management; Farm Capital and Credit; Agricultural Rent and Land Tenure; Prices of Agricultural Products; Rural Sociology; Rural Recreation; Rural Community Organization; Advanced Rural Sociology.

Grain and live stock are two subjects which will be specially considered. Already some attention has been given to the marketing of wool and it is proposed to stress at the earliest opportunity a study of the problems connected with the marketing of dairy products. The Section avoids all activities in the nature of promotional or propaganda work. The energy of the staff is directed toward an analysis of the actual market organization and its needs and to the improvement of business practices on the part of the farmers and the cooperative associations.

-----0-----

As a result of the field work of the Division of Extension, University of Tennessee, Knoxville, Tenn., the farmers of Bedford County, acting collectively, have contracted to sell 150 carloads of hogs to be delivered during the fall and early winter. The sale was made on the basis of differential prices for the various months, with the Nashville live-stock market as the variable factor. A conservative estimate of the increased income to these farmers because of acting together is \$12,000.

-----0-----

The State Department of Markets, Madison, Wis., collects monthly from ten Wisconsin cities, data regarding the prices of market milk. The figures obtained include the price paid to producers, the wholesale price to stores, and the retail price to consumers. Data are also collected relative to the prices paid farmers for milk delivered to the condensaries and butter fat delivered to cooperative creameries. The information is published in the Market News Letter.

-----0-----

A list of the cooperative agricultural business organizations in Virginia has been compiled and issued by the State Division of Markets, Richmond, Va. The list contains the names and addresses of live-stock marketing associations, stock improvement associations, dairy, creamery and cheese associations, poultry associations, fruit and vegetable associations, and Farmers' Union exchanges.

## WISCONSIN CHEESE GRADES TO BE PROTECTED BY INSPECTION

The State Department of Markets, Madison, Wis., has established American cheese grades which will become effective November 1, 1921. The grades are: (a) Wisconsin Fancy, (b) Wisconsin Grade 1, and (c) Grade 2.

Cheese to grade "Wisconsin Fancy" must have a score of 92 or above. It must be clean and desirable if fresh, and pleasing if aged. The body must be good if fresh, and smooth and meaty if aged, and without gas holes. The size must be uniform and shape perfect and without cracks or checks. Under this grade the cheese may be uncolored or medium colored but the color must be uniform and slightly translucent.

"Grade 1" must score between 87 and 91. It may be fresh, mild or aged, and must be reasonably clean. It must have fairly good body, without pinholes or swiss holes although mechanical openings are allowed. The size must be fairly uniform with a dry, even surface without cracks or checks and reasonably free from mold. The cheese may be uncolored or medium colored and may be slightly uneven. It should not be mottled.

"Grade 2" consists of cheese scoring 86 or below and not meeting the requirements of the two Wisconsin grades.

The State Department is making provision for the licensing of dealers in cheese and the appointment of four supervisors to have charge of the grading. It is proposed by strict enforcement of the grades to safeguard the reputation of the Wisconsin cheese industry.

----0----

One of the features of the Farmers' Short Course at the State Agricultural College, College Station, Tex., during the last week in July was an address by W. B. Farrar, Marketing Agent, Cotton Belt Railroad. The address was in the nature of a critical study of the organization of the Texas Tomato Growers' Exchange, the first commodity exchange in the State, and an analysis of the marketing methods employed and the satisfactory results obtained during the first season of operation. Among other things Mr. Farrar said, "Results only, viewed in the light of their causes, are demonstrations, and an organization is merely one of the first of a series of causes that will result in better marketing conditions if wisely handled in their proper sequence." The address is printed in full in the August 15 issue of the Extension Service Farm News, College Station, Tex.

----0----

Louis G. Michael has been appointed consulting specialist in the Federal Bureau of Markets and Crop Estimates in connection with the studies of foreign markets. Mr. Michael was graduated from the Michigan Agricultural College in 1903 with the B.S. degree. Subsequently he was chemist at the Iowa Agricultural Experiment Station, and at different times pursued graduate studies at Columbia University and at the University of Wisconsin. He has spent five years in Russia where he was engaged in teaching American cultural methods for corn.



Full-year courses in agricultural, commercial and industrial geography, and in the principles of economics, are being given by the Department of Economics of the Connecticut Agricultural College, Storrs, Conn. Elective courses are offered as follows: agricultural economics, marketing of farm products, banking, and farm management. The course in agricultural economics includes a study of the history of New England agriculture, and gives special emphasis to rural credit, land tenure, price and its relation to the cost of production. The course in farm management includes one year of elementary farm management, one semester of advanced farm management, and one semester devoted to Connecticut farm problems.

-----0-----

Assistance was given the club boys of Anderson County, Tex., by the Extension Division of the State Agricultural College, in preparing for market and shipping a car of fat hogs. The demonstration, for such it was, was started last March. It reached its culmination on August 16 when the hogs were started toward the Fort Worth market where they sold within a quarter of a cent a pound of the top of the market for the day of sale. From the beginning the matter of feeding was made incidental to that of marketing. It was a marketing demonstration.

-----0-----

A wireless station receiving daily market reports on farm products was a feature of the marketing exhibit by the State Department of Marketing at the Wisconsin State Fair. Other features were an exhibit of tobacco, an exhibit illustrating grades for fruits and vegetables, an exhibit regarding uniform accounting systems, an exhibit dealing with transportation problems, and exhibits relating to the work of the Department in regard to grades for honey and cheese.

-----0-----

The group of courses in marketing offered by the Graduate School of Business Administration at Harvard University for 1921-22 includes the following: marketing problems, accounting principles, business statistics, factory management, industrial finance, commercial contracts, advertising, retail store problems, sales management, business policy, business economics, and a thesis in marketing.

-----0-----

The State Division of Markets, Richmond, Va., is assisting county agricultural agents of Carroll and Grayson Counties, to arrange for and conduct a big wool grading demonstration September 15 at a country fair.

C. W. Pugsley, who has been connected with agricultural work in Nebraska for many years, has been appointed Assistant Secretary, United States Department of Agriculture, to succeed Dr. E. D. Ball whose resignation takes effect October 1. Mr. Pugsley is a graduate of the University of Nebraska. He was Assistant Professor of Animal Husbandry in that institution, also Professor of Farm Management and Director of Extension. He was State Statistician for four years. In May, 1913, he was a delegate to the International Institute of Agriculture at Rome and a member of the American Committee for the Investigation of Credits and Marketing Systems in Europe.

----O----

Chester Morrill, Assistant Chief of the Federal Bureau of Markets and Crop Estimates, has been appointed Assistant to the Secretary of the United States Department of Agriculture and assigned to the work of administering the Packers and Stock-Yards Act and the Grain Future Trading Act. This new work will be carried on under the personal direction of the Secretary.

----O----

Lionel L. James, Agricultural Statistician, New Orleans, La., has been furloughed from the Federal Bureau of Markets and Crop Estimates that he may assist the Federal Department of Justice by giving expert testimony regarding ecological investigations of the Red River boundary.

----O----

H. S. Yohe, Investigator in Marketing, Federal Bureau of Markets and Crop Estimates, is on a field trip to Columbia, S. C., where he is conferring with the State Superintendent of Warehouses relative to the Federal requirements for bonded warehouses.

----O----

F. B. Wilkinson, Investigator in Tobacco Warehousing, was in conference at Blacksburg, Va., September 6, with the Director of the Agricultural Experiment Station relative to investigations now being conducted to obtain data for the establishment of grades for tobacco.

----O----

Frank Andrews, Chief of the Division of Crop Records in the former Bureau of Crop Estimates, has been placed in charge of the foreign markets work of the Federal Bureau of Markets and Crop Estimates.



United States Civil Service examinations have been announced for the positions of Assistant in Market Information, and Junior Assistant in Market Information. The salary range for the former position is from \$2,100 to \$3,000, and the range for the latter position from \$1,500 to \$2,100. The examinations will be based upon education, experience and fitness counting 70 points, and thesis and publications counting 30 points. The thesis required should be regarding the collection, preparation and publication of information for producers, dealers or consumers relative to the supply, movement, quality and prices of farm products, or upon any other important problem connected with the marketing and distribution of such products. Application blanks for use in connection with the examinations may be obtained from the United States Civil Service Commission, Washington, D. C. The latest date on which papers may be submitted in connection with these examinations is October 11, 1921.

-----0-----

Elmo Ragsdale, Extension Agent in Marketing, Agricultural College, Athens, Ga., who has been studying the Atlanta Curb Market this season, reports that on several days the total sales have passed the \$10,000 mark. The market is conducted largely for growers and is in operation three days each week.

-----0-----

The 1921 session of the Georgia Legislature appropriated \$100,000 to the State Bureau of Markets, Athens, Ga., an increase of approximately \$60,000 over previous appropriations. The funds to carry on this work are derived from the fertilizer tag tax, which has been increased.

-----0-----

H. C. M. Case, Farm Economist, in charge of the farm management demonstrations of the United States Department of Agriculture; has tendered his resignation that he may pursue graduate studies at the University of Wisconsin. He expects to specialize in land problems.

-----0-----

LLOYD S. TENNY,  
Assistant to the Chief  
In Charge, Division of Cooperative Relations.

# MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

SEP 14 1921

U. S. Department of Agriculture

September 14, 1921

Number 27.

## SIX MONTHS OF CONSTRUCTIVE WORK

State and Federal Marketing Activities has been issued weekly for six months. Twenty-six numbers have been sent out. These have contained 645 items classified from an activity standpoint as follows: State Divisions of Markets, 281; colleges, 207; Federal Bureau, 115; miscellaneous, 42. These figures placed on a percentage basis are: State Divisions, 43.5%; colleges, 32%; Federal Bureau, 17.8%; miscellaneous, 6.5%. The items about the activities of the colleges may be subdivided thus: Extension work, 144; research, 48; teaching, 15.

Each of the 48 States has had some mention of its marketing work in one or more issues. The greatest number of items regarding the work of any one State is 38 for Missouri. The other States for which there have been 20 or more items and the number for each are as follows: Nebraska, 29; Virginia, 26; Massachusetts, Minnesota, and Wisconsin, 24; South Carolina, 22.

----O----

An agreement has been entered into by the Colorado State Division of Marketing, Fort Collins, Colo., and the Federal Bureau of Markets and Crop Estimates whereby a specialist from the Federal Bureau will be assigned to Colorado for the purpose of assisting the Director of the State Division in developing an efficient shipping-point inspection service under the Colorado law, and in bringing about an improvement in standards for fruits and vegetables entering into interstate commerce. It is proposed to coordinate as far as practicable the State and Federal methods of inspecting food products and of issuing certificates based upon such inspections. E. W. Stillwell, Investigator in Marketing, Federal Bureau, has been assigned to this work, and will take up his new duties about the middle of the month.

----O----

A branch office of the Federal Bureau of Markets and Crop Estimates has been opened at Grand Forks, N. D. for the purpose of collecting the loans made by the Federal Government to farmers in the spring for the purchase of seed grain. The office is in charge of Theo. Wade, Investigator in Cooperative Organization.



## PUBLICATIONS OF INTEREST TO MARKETING MEN

"Efficient Marketing for Agriculture" is the title of a new book by Theodore Macklin, Professor of Agricultural Economics, University of Wisconsin, Madison, Wis. The book is twelfth in the Citizen's Library of Economics, Politics and Sociology series which is edited by Richard T. Ely, Professor of Economics in the University of Wisconsin.

"Harvesting and Storing Sweet Potatoes," is the title of Bulletin No. 47, published by the Extension Service of the Clemson Agricultural College, Clemson College, S. C. G. P. Hoffmann, Extension Horticulturist, and A. E. Schilletter, Assistant in Horticulture Extension, are the joint authors.

"Costs and Profits and Practices of Can-House Tomato Industry in New Jersey" is the title of Experiment Station Bulletin, No. 353, issued by the New Jersey State College of Agriculture and Mechanic Arts, New Brunswick, N. J. Dr. Frank App is the author of the bulletin.

"The Commercial Apple Industry in North America" is the title of a book just from the press. The authors are J. C. Folger and S. M. Thompson formerly with the Fruit Crops Division of the Federal Bureau of Crop Estimates.

"Insect Injuries in Relation to Apple Grading" by B. B. Fulton, is the title of Experiment Station Bulletin No. 475 issued by the New York State College of Agriculture, Cornell University, Ithaca, N. Y.

"Economics for the Accountant" is the title of a new book by Dr. Kemper Simpson, Associate Specialist in Economic Research, Federal Bureau of Markets and Crop Estimates, which is now in press.

"Creamery Bookkeeping" is the title of Circular No. 68, issued by the Iowa Agricultural Experiment Station, Ames, Iowa. M. Mortensen, Chief of the Dairying Section is author of the circular.

"Cooperative Wool Marketing in South Dakota" by J. C. Holmes, Specialist in Live Stock Improvement, South Dakota State College of Agriculture and Mechanic Arts, Brookings, S. D., is the title of Extension Circular No. 34.

"Fattening and Marketing Poultry" is the subject of Extension Leaflet No. 11, prepared by the Massachusetts Agricultural College, Amherst, Mass.

A "Summary of the Report of the Federal Trade Commission on Commercial Feeds" has been issued from the Washington, D. C., office of the Commission.

"Indian Cooperative Studies" is the title of a recently issued book in the University of Bombay Economic series. R. B. Ewbank is editor.

## INTERESTING ARTICLES IN CURRENT PERIODICALS

L. A. Carlisle, Agent in Marketing, Division of Markets, Concord, N. H., in the weekly Market Bulletin for September 7 urges the grower of farm products to visit the market and acquaint himself personally with the distributors, to select trustworthy representatives, to learn the difficulties of the 'man at the other end' and to improve his own marketing practices. He points out that a visit to the market will often "drive home the lesson and show our producers wherein they can improve their returns and better cater to the demands of the trade."

Dr. Alexander E. Cance, head of the Department of Agricultural Economics, Massachusetts Agricultural College, Amherst, Mass., contributes three book reviews to the September issue of the American Economic Review. They are reviews of "Wages and Empire", by Vyvyan Ashleigh Lyons; "Denmark, a Cooperative Commonwealth," by F. C. Howe; and "Report of the Committee on Rural Credits" issued by the Ontario Department of Agriculture.

The August issue of the Monthly Bulletin of the Missouri State Board of Agriculture, Jefferson City, Mo., is given over to a discussion of "Social Problems of Country Life." The two leading articles are entitled, "The Church a Community Center," and "The Next Steps in Rural Advance."

A marketing policy regarding sweet potatoes is suggested by L. B. Jackson, Director, Bureau of Markets, Atlanta, Ga., in the Bureau's Market Bulletin for September 8. It is as follows: "Prepare to cure every bushel possible. Present the potatoes to the market properly graded, well packed, and sell as gradually as possible, in order not to glut the market."

"Recent Upward Trend in Agricultural Exports" is the subject of an article by E. G. Montgomery, formerly in charge of the Foreign Markets Service of the Federal Bureau of Markets and Crop Estimates, which appeared in the August 15 issue of The Annalist.

"Integration in Marketing" is the subject of a communication in the September issue of the American Economic Review from Dr. Lewis H. Haney, Specialist in Economic Research, Federal Bureau of Markets and Crop Estimates.

-----0-----

The Utah Agricultural College, Logan, Utah, is offering for the school year just beginning, nine courses dealing with various phases of agricultural economics. These courses are listed as follows: Agricultural History, Agricultural Economics, Agricultural Statistics, Rural Credits, Principles of Marketing, Marketing of Farm Products, Cooperation in Agriculture, Farm Management, and Farm Cost Accounting. In addition to the above, a number of the regular courses such as Insurance, Advertising, and Salesmanship are being given a strong agricultural trend. This work is conducted largely under the direction of Dr. W. L. Wanlass, Director of the School of Commerce and Business Administration.



### COUNCIL FORMED TO DIRECT COOPERATIVE DEVELOPMENT.

The Director of the Bureau of Markets and the Director of the Extension Service of the Oregon Agricultural College, Corvallis, Ore., are among the members of the Oregon Cooperative Council formed during the recent annual Farmers' Week at the College. This Council, which includes in its membership representatives of each of the State-wide commodity cooperative associations, the President of the State Farm Bureau Federation, Master of the State Grange, President of the State Farmers' Union, Chairman of the Agricultural Committee of the Portland Chamber of Commerce, and a representative of the State Bankers' Association, has outlined the policies of the new organization as follows: (1) to promote the success of the cooperative movement in the State of Oregon; (2) to secure cooperation and coordination of effort among all agencies engaged in or supporting the cooperative movement; (3) to foster the fullest understanding of, and sympathy with, the movement, through the education of the people of the State in the principles of cooperation; (4) to provide a representative body which may consider and pass upon the feasibility of proposed cooperative ventures which are of sufficient importance to have a bearing upon the future welfare of the movement and submit recommendations relative thereto, for the guidance of its members and the public; (5) to consider plans for the financing of the cooperative movement; (6) to consider legislation affecting the cooperative movement with a view to securing legislation favorable to cooperation and defeating legislation unfavorable to it; (7) to deal with problems of transportation which are of general interest to cooperative associations; (8) to secure and maintain public confidence by pursuit of a conservative course of action and respecting at all times the rights and interests of consumers as well as producers.

-----O-----

Seven courses in agricultural economics are offered by the College of Agriculture, University of Tennessee, Knoxville, Tenn. Five of these are regular undergraduate courses, and the other two are seminar and research courses. One of the undergraduate courses treats of marketing exclusively; another one, being a general course, treats of marketing in a general way; and students in the seminar and research courses may elect marketing topics as their major. The Department of Agricultural Economics was established two years ago with Professor C. E. Allred in charge. During the past year the enrollment in the courses was double that of the first year. Considerable research work is also being carried on by the Department.

-----O-----

John D. Snow who has been reporting the Springfield (Mass.) market the past summer for the State Division of Markets, Boston, Mass., has been appointed Scientific Assistant in Marketing in the Federal Bureau of Markets and Crop Estimates and assigned to work in the Chicago office.

## CONSOLIDATION OF FEDERAL BUREAUS PROPOSED

The proposal that the Office of Farm Management and Farm Economics and the Bureau of Markets and Crop Estimates of the United States Department of Agriculture be combined under the title, "Bureau of Agricultural Economics," has been approved by the Secretary of Agriculture of the United States. Congressional action providing for the consolidation under date of July 1, 1922 will be urged.

It is proposed to conduct the work of the enlarged Bureau under sixteen subject headings as follows: (1) Farm Management, (2) Cost of Production and Distribution, (3) Marketing Farm Products, (4) Agricultural Competition and Demand in Foreign Countries, (5) Agricultural Prices and Statistics, (6) Agricultural History and Geography, (7) Agricultural Finance, (8) Farm Land Economics, (9) Country Life and Rural Organization, (10) Market Inspection of Perishable Foods, (11) Market Information, (12) Enforcement of the United States Cotton Futures Act, (13) Enforcement of the United States Grain Standards Act, (14) Administration of the United States Warehouse Act, (15) Enforcement of the Standard Container Act, and (16) Completion of the Work of the Domestic Wool Section.

----O----

Several conferences of food products inspectors were held recently at convenient points in Minnesota and Wisconsin. At these conferences the recommended Federal potato grades were demonstrated by supervising inspectors of the Federal Bureau of Markets and Crop Estimates and doubtful points regarding the practical application of the grades were cleared up for the benefit of the State men. The Wisconsin inspectors assembled at Stevens Point, Cameron and Madison, and the Minnesota inspectors at Park Rapids, Thief River Falls and Grand Rapids.

----O----

The head of one of the State marketing bureaus, after a recent visit to the Washington office of the Federal Bureau of Markets and Crop Estimates, is quoted as expressing himself in the following words: "The four days devoted to conference and investigation in the Federal Bureau were assuredly worth while and I would advise any State market representative to make this same trip to Washington. He will get a broader vision of the field of marketing activities."

----O----

The Department of Rural Economics of the Ohio State University, Columbus, Ohio, now offers eighteen courses in the economics of agriculture. These include courses in the economics of production, accounting, the economics of marketing, and on the social phases of farm life. Four courses in marketing are taught. In addition to the teaching work, research and extension work in marketing is in progress. There are ten men in the department.



One day of the four given over to the Farmers' week program at the College of Agriculture, Fayetteville, Ark., the middle of August, was devoted to marketing problems. There were demonstrations in grading live stock for market and in grading other farm products; there were formal addresses and informal talks. Dr. Bradford Knapp, Dean of the College, pointed out that cooperative marketing should be developed along commodity lines rather than on a basis of political or geographic units. J. F. Bagwell, Organization Manager of the Texas Farm Bureau Federation, spoke relative to the need of cooperation in the marketing of farm products. He said in part, "The solution of the loss of farm population to the city can be found in only one way. Make the farm a paying proposition and the farmer's son and daughter will remain on the farm....Organization means that the organized group insures itself a profit on the investment of time and money."

----O----

Sixteen courses in rural economics are offered by the Department of Rural Economics, College of Agriculture, University of Nebraska, Lincoln, Nebr. In addition to these, the Department of Economics and Commerce of the University offers several courses which are recommended for agricultural students. These two departments endeavor to work together in presenting courses in accounting, marketing, and the social phases of farm life so that little duplication will result. A group of courses in cooperative business is also arranged for mature men who wish training that will aid them in the management of cooperative enterprises, but who desire to spend only two years in college. Professor H. C. Filley is chairman of the Department of Rural Economics.

----O----

Fred W. Hofmann, Director of the Bureau of Markets, Greater Terre Haute Club, Terre Haute, Ind., in the Bureau's Farmers' Market Letter for September 9, 1921, sets forth the policy of the Bureau in the following language, "This Bureau....is....devoted almost entirely to the clearing up of confused notions regarding economics as they affect agriculture and the dissemination of important facts and opinions that have an important bearing on the farm market problem. It is the purpose of this Bureau to publish in a frank and impartial manner a boiled-down digest of all available discussions of the fundamentals of marketing."

----O----

The recently enacted Packers and Stockyards Act, the enforcement of which is placed with the United States Department of Agriculture, will be administered by a separate unit rather than by one of the existing Bureaus of the Department. The task of organizing this unit and starting the new line of work has been assigned to Chester Morrill, Assistant Chief, Bureau of Markets and Crop Estimates, who has been given a temporary designation as Assistant to the Secretary for this purpose.

L. A. Moorehouse, Associate Farm Economist, Federal Office of Farm Management and Farm Economics, has been selected to head the Department of Economics and Sociology being developed at the State Agricultural College, Fort Collins, Colo. The Colorado Legislature at its recent session provided for this work by the enacting of a law authorizing "research and investigations in economics and sociology as related to agriculture and the industries," and appropriating \$25,000 for starting the work. It is proposed that instruction be given in the "economics of agriculture and mechanic arts as represented in farm management, labor relations, credits and marketing of products and the accounting connected therewith, and in the human relations between rural and urban communities and the conditions influencing community betterment." Mr. Moorehouse expects to take up his new duties in Colorado about the middle of October.

----O----

J. H. Meek, Director, Division of Markets, Richmond, Va., reports that the campaign being conducted in behalf of the cooperative marketing of Virginia live stock is progressing satisfactorily. The cooperative shipments already made by the farmers in five counties have resulted in these farmers receiving \$10,700 more than they would have received had they sold their live stock individually.

----O----

C. L. Christensen, a graduate of the College of Agriculture of the University of Nebraska, is on his way to Denmark to make a study of cooperation in that country. He will conduct his investigations from the vantage point of the University of Copenhagen, the American-Scandinavian Foundation having granted him its fellowship in cooperative agriculture.

----O----

H. M. Dixon, Farm Economist, Federal Office of Farm Management and Farm Economics, has been placed in charge of the farm management demonstrations being conducted in cooperation with the Northern and Western States, H. C. M. Case having resigned from this work to pursue graduate studies at the University of Wisconsin.

----O----

W. L. Beers, who was for several years Federal Field Agent in Marketing in Montana, is the editor of a department in the Montana Farmer entitled "Notes from the Farmers' Unions".

----O----

The Fort Worth (Tex.) office of the Inspection Service of the Federal Bureau of Markets and Crop Estimates was reopened September 12, with M. C. Gregory in charge.



George O. Gatlin, Assistant, Division of Cooperative Relations, Federal Bureau of Markets and Crop Estimates, will leave Washington, September 19 for points in Arkansas and Tennessee. He plans to be in Memphis, September 26 to 28 for the purpose of conferring with State marketing agents, directors of extension and other agricultural workers from a number of the Southern States who will be in Memphis at that time. A. W. McKay, Specialist in Marketing Sweet Potatoes, Federal Bureau, who has been working in Mississippi since August 1, will join Mr. Gatlin in Memphis for the purpose of discussing sweet potato marketing work with the various State officials.

----O----

A. L. Jerdan, Marketing Specialist, College of Agriculture, Knoxville, Tenn., gave a demonstration recently to thirty farmers at Rogersville, Tenn., of the preparation of wool for market. Over eleven thousand pounds of wool received from 65 farmers were graded. The wool was pooled and sold at prices ranging from 8 cents a pound for the poorest grade to 17 cents for the best.

----O----

Frank Andrews is in the provinces of Ontario and Quebec, Canada, for the purpose of collecting information concerning agricultural and marketing statistics.

----O----

An address on the subject, "Our Farm Marketing Problems" was made by Lloyd S. Tenny, Assistant to the Chief, Federal Bureau of Markets and Crop Estimates, at the New York State Fair, Syracuse, N. Y., on Farm Bureau Day, September 13.

----O----

Professor C. E. Allred of the College of Agriculture of the University of Tennessee has obtained a leave of absence for the first semester of the college year to do research work in agricultural economics.

----O----

Dr. Milton N. Nelson of the University of Illinois has been appointed instructor in marketing in the School of Business of the University of Minnesota, St. Paul, Minn.

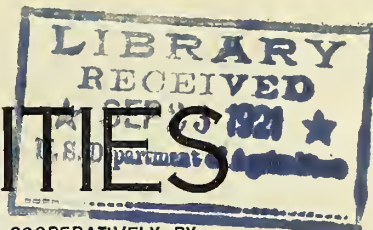
----O----

Sam H. Dixon resigned his position on September 1, as State Marketing Agent, Markets and Warehouse Department, Austin, Tex.

----O----

R. H. ELSWORTH,  
Acting in Charge,  
Division of Cooperative Relations.

# STATE AND FEDERAL MARKETING ACTIVITIES



CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

September 21, 1921.

Number 28.

## A NEW TYPE OF MARKETING SERVICE IN GEORGIA

The State Bureau of Markets, Atlanta, Ga., has created a division for the purpose of assisting in the marketing of cotton seed. A man has been selected as supervisor of the division who has had training in the different phases of the cotton-seed and oil-mill business. It is proposed to make the services of the division available to every producer or group of producers who has as much as a carload of seed to market. Lists will be prepared of producers and buyers who buy in wagon-lots and sell in car-lots. Samples drawn from carlots of seed according to the State Bureau of Markets' instructions will be analyzed by the State chemist and the oil content, which varies from 37 to 47 gallons to the ton, will be determined in order that the seed may be offered for sale with full knowledge of its value.

The cooperation of those in the oil-mill industry will be sought and the oil-millers advised as to where lots of seed of known oil content may be obtained. It is believed that under these conditions it will be possible for the mills to pay for seed on a basis of its value.

The proposed service is to be developed without expense to producer or oil-miller. It is expected that the general benefits resulting from a better understanding of the problems connected with the selling and milling of cotton-seed will more than justify any expense connected with the creation and operation of the Cotton Seed Division. County agents and all farm organizations are being urged to assist producers to obtain from the new service the maximum of benefits.

---O---

The New York State Division of Foods and Markets demonstrated at the State Fair held last week in Syracuse, N. Y., the possibilities of sending farmers' market reports by wireless. A special receiving apparatus was set up on the Fair Grounds and market reports were received twice daily from the New York City office of the Division. The early morning reports contained full information as to arrivals of shipments of fruits and vegetables during the night and regarding the morning sales. In the early afternoon reports were sent covering not only the New York City markets but also those in Boston, Philadelphia, Pittsburgh, and Chicago, for all the principal commodities in which New York farmers might be interested. The returns from these cities were obtained from the leased-wire reports received in the New York City office of the Federal Bureau of Markets and Crop Estimates. These market reports were issued in mimeographed form and distributed from the station on the Fair Grounds.



## PUBLICATIONS OF INTEREST TO MARKETING MEN

The revised "Rules and Regulations" regarding the food products inspection of the Federal Bureau of Markets and Crop Estimates have been issued as "Office of the Secretary - Circular No. 155" and copies may be obtained upon request from the Bureau. One hundred and ninety-two cities in the various parts of the United States are listed as being "designated as important central markets at which food products may be inspected..... when food products inspectors are available at such markets for the inspection of the kind of food products involved." Eighteen of the designated markets are in Ohio, 15 in Illinois, 13 in Massachusetts and Pennsylvania, 12 in Indiana, 11 in Texas, and 10 each in Connecticut, Michigan and Wisconsin.

The Agricultural Experiment Station of the College of Agriculture, University of California, Berkeley, Calif., has published a forty-three page bulletin prepared by Dr. William R. Camp, Associate Professor of Rural Institutions, entitled, "Forms of Organization for County and State Farm Bureau Exchanges in California."

The State Department of Agriculture, Pierre, S. D., is issuing a series of mimeographed bulletins bearing more or less directly upon various phases of the marketing problem. The titles of two recent circulars were, "Direct from Range to Feeder Lot" and "Agricultural and Live Stock Credit."

"Wool" is the subject of Extension Bulletin No. 32 issued by the Connecticut Agricultural College, Storrs, Conn. The bulletin which was prepared by R. E. Begg, Assistant Sheep Specialist, discusses the shearing, grading, packing, storing and marketing of wool.

"Community Fairs and Their Organization," by A. A. Ormsby, Specialist in Exhibits, Louisiana State University, Baton Rouge, La., is the subject of Extension Circular No. 46.

----O----

Announcement is made by the United States Civil Service Commission of an open competitive examination to fill twenty-five vacancies in the United States Department of Agriculture in connection with the administration of the recently enacted Packers and Stockyards Act. The examination is for the purpose of establishing eligible registers from which Live-Stock Market Supervisors, and Live-Stock Market Assistant Supervisors may be appointed. The salary range for the supervisors is from \$2,400 to \$4,000 a year, and for the assistants from \$1,800 to \$2,400. The duties of appointees will be of an investigational and supervisional nature. In general from four to ten years experience in one or more phases of live-stock marketing is required. Owing to the present needs of the service examination papers will be rated as received. The rating will be according to education, experience and a paper or discussion submitted by the applicant. Applications should be made on forms furnished by the United States Civil Service Commission, Washington, D. C.

## MARKETING PROGRAM FOR MASSACHUSETTS

The Massachusetts Division of Markets, W. A. Munson, Director, Boston, Mass., is conducting its work according to the following general plan:

1. Standardization of Grades for Fruits and Vegetables.
  - a. Cooperate with onion growers in establishing standard grades; inspection service and certification at shipping point.
  - b. Cooperate with tobacco growers relative to investigations for the purpose of establishing standard grades.
  - c. Investigate for the purpose of establishing grades for asparagus.
  - d. Enforce the State apple grading law.
  - e. Cooperate with all agencies in behalf of national standardization of containers.
2. Market News Service.
  - a. Collect, publish and distribute prices and information in Market Report form for the following:
    - Daily - Farmers' Wholesale Report at Boston, Worcester and Springfield.
    - Weekly - Retail Reports at Boston, Worcester and Springfield.
    - Weekly - Brighton Live Stock Market Report.
  - b. Extend Market News Service to all cities of the State.
  - c. Keep on file all Federal and local market reports.
3. Investigations of the Costs of Distribution.
  - a. Connecticut Valley onion crop.
  - b. Franklin County apple crop.
  - c. Potatoes.
4. Transportation.
  - a. Cooperate with shippers in securing cars for shipping.
  - b. Expedite shipments of food supplies, agricultural supplies and equipment.
  - c. Investigate transportation facilities with a view to promoting the most efficient and economical.
  - d. Cooperate with transportation companies in securing better packing and loading of farm produce.
5. Cooperation with Federal Bureau of Markets and Crop Estimates.
  - a. In all projects.
6. Compilation of Crop Data and Market News.
  - a. Maps - Sources of supply for Massachusetts markets; Distribution.
  - b. Price Charts.
  - c. Market News items posted.
7. City and Roadside Marketing.
  - a. Compile statistical data for all community markets in the State.
  - b. Approve location, rules and regulations of such markets.
  - c. Collect detailed information concerning roadside markets for distribution.
8. Information and Education.
  - a. Disseminate marketing information through correspondence, newspapers, addresses and exhibits.
  - b. Cooperate with educational agencies, and public and private organizations.



## THE FOOD PRODUCTS INSPECTION SERVICE.

Sixty-seven men representing the Food Products Inspection Service of the Federal Bureau of Markets and Crop Estimates are stationed in thirty-one cities reaching across the country from Boston, Mass., to Los Angeles, Calif. Fifty-three of the men are engaged in making daily inspections of food products moving in interstate commerce, eight are supervising inspectors, three are pathologists studying the diseases affecting fruits and vegetables in transit and storage, and two are specialists engaged upon problems connected with the standardization of grades for fruits and vegetables.

The number of inspectors and specialists assigned to the different cities is in proportion to the quantity of produce received for which inspection is requested. Ten men make up the staff for Chicago and seven each for New York and Philadelphia. Four men are stationed at Pittsburgh and three at Boston. At seven of the cities where heavy purchases are made for the Navy, inspectors have been detailed in response to requests from the Navy Department to inspect the fruits and vegetables delivered to the government on contract. These cities are: Boston, Chicago, New York, Norfolk, Philadelphia, San Diego, and San Francisco.

The inspectors stationed at several of the cities also have appointments as State inspectors which authorize them to make inspections on products moving in intrastate commerce as well as in interstate. This is true of a number of the inspectors stationed at points in Pennsylvania and California and of the inspector stationed at Milwaukee, Wis.

Supervising inspectors are covering four of the Western States which have requested Federal assistance and supervision for their staffs charged with the administration of State shipping point inspection.

A training school for inspectors is conducted by the staff in the Chicago office and usually from two to six men are preparing themselves for field work.

----O----

An advanced copy of the list of licensed amateur radio stations in the United States as of June 30, 1921, has been obtained by the Federal Bureau of Markets and Crop Estimates. State marketing men planning to distribute market news by radio may obtain advance typewritten copies of the lists of the stations in the States in which they are interested by addressing the Federal Bureau. The list was compiled by the United States Department of Commerce and printed copies will be available in October or November. These may be obtained for 15 cents each from the Superintendent of Public Documents, Government Printing Office, Washington, D. C.

----O----

The tentative grades for tomatoes formulated by the Federal Bureau of Markets and Crop Estimates have been adopted by leading growers in Southern California for use during the current harvest season.

The Rural Institutions section of the College of Agriculture of the University of California, Berkeley, Calif., is offering six courses in marketing and land settlement, for the school year just beginning. These courses are listed as follows: Cooperative Marketing and Food Distribution, which course aims not only to indicate the problems of co-operative marketing but the nature of the distributive system into which the cooperative organization must fit in order to efficiently dispose of its products; Rural Credits and Land Settlement; Rural Community and Its Organization; Financing the Storage and Sale of Farm Products; Research in Rural Institutions; and Research in Distribution of Farm Products. In the latter course consideration is given to the subjects of methods and problems of advertising farm products, commercial and cooperative national sales agencies, systems of inspection of farm products, work of the Public Utility Department of the California Farm Bureau Federation in securing an adjustment of public utility complaints and a reduction in power boat and railroad rates, price policies of California marketing organizations, and the work of the Federal Bureau of Markets. The marketing courses are given by Dr. William R. Camp and the courses regarding land settlement and rural institutions by Dr. Elwood Mead.

----O----

Mrs. Frances Y. Kline, Home Demonstration Specialist in Marketing, at Winthrop College, Rock Hill, S. C., states that there are twenty-one club markets in South Carolina where the producer sells directly to the consumer. By this arrangement the country people are enabled to dispose of their surplus products to advantage and the city consumer may obtain a supply of pure, fresh country produce. The plan for cooperative marketing as conducted by the farm women includes the preparation of specialized products under the direction of the county home demonstration agent. A recipe for the preparation of the goods is attached to the contract and each member of the club obligates herself to supply a certain amount of produce prepared according to the recipe and packed in standard containers.

----O----

Daily telegraphic dispatches giving the receipts, market condition, and quotations on Eastern grapes in New York City, Pittsburgh, Philadelphia, Chicago and Boston are being furnished by the New York City office of the State Division of Foods and Markets, to newspapers in Buffalo, Rochester, Syracuse, Utica, Albany, and Binghamton.

----O----

The State Department of Markets, Madison, Wis., is employing about three hundred inspectors to handle the compulsory shipping-point inspection on potatoes for this fall and the coming winter. Sixty of the inspectors will be salaried men, while the others will work on a fee basis.



After October 1, 1921, the Farmers' Market Report which has been issued weekly from the New York City office of the New York State Department of Farms and Markets, will be discontinued. Since the establishment of this report, the scope of the market news service in the State has been greatly increased especially through the publicity of the daily newspapers. Reports of the markets now are being furnished four days each week to a total of 118 daily papers. In addition a special telegraphic news service covering the New York market is being published daily in representative newspapers in Albany, Utica, Syracuse, Rochester, Binghamton, and Buffalo. With the increased extension of this service it is felt by the officials in charge that to some extent the weekly issuance of the Farmers' Market Report is superfluous.

-----O-----

The Live Stock Marketing Committee of Fifteen appointed Dr. E. G. Nourse, Iowa State College of Agriculture; Ralph Loomis, College of Agriculture of the University of Missouri; F. M. Simpson, Illinois Agricultural Association; S. W. Doty, Ohio Farm Bureau Federation; and F. G. King, Purdue University, as a special committee to draw up a model plan for local live-stock shipping associations. This committee will present its plans to the Committee of Fifteen at a meeting to be held in Chicago, September 27.

-----O-----

George U. Marvin who recently has been appointed Chief of the State Bureau of Markets, Department of Agriculture, Columbus, Ohio, is working upon the problem of furnishing current market news to Ohio producers, dealers, and consumers. J. C. Gilbert, Specialist in Market Extension, Federal Bureau of Markets and Crop Estimates, is in Columbus, assisting Mr. Marvin in formulating a program for distributing national and local market news.

-----O-----

Dr. John Lee Coulter, for the past six years Dean of the College of Agriculture and Director of the Experiment Station of the University of West Virginia, has accepted the Presidency of the North Dakota Agricultural College, Agricultural College, N. D., and will assume his new duties this fall. Dr. Coulter is author of the book entitled, "Cooperation Among Farmers."

-----O-----

The fund which the Bureau of Markets and Marketing, Lincoln, Nebr., receives for conducting its marketing work is derived from fees collected by that Bureau and the Bureau of Food, Drugs and Oil of the State Department of Agriculture. The allotment for the fiscal year beginning July 1, 1921, will amount to from \$50,000 to \$75,000.

The receiving of daily market reports by radiophone is proving practicable, according to letters which have been received recently by the Federal Bureau of Markets and Crop Estimates. A rural telephone company in Illinois which has its radiophone receiving office sixty-nine miles from St. Louis, Mo., receives the daily Federal market reports relayed from the St. Louis University radiophone. The company, in turn, dispatches these reports by telephone to its 3,000 subscribers located in nineteen near-by towns. At certain hours each day the subscribers simply "listen in" on the wire as the market reports are read over the telephone. The service has been widely advertised in the local newspapers, and not only the farmers and shipping associations are interested in it, but commercial business men as well.

-----O-----

Charles N. Pulley, Assistant in Tobacco Marketing, is employed jointly by the Wisconsin Department of Markets, Madison, Wis., and the Federal Bureau of Markets and Crop Estimates, to collect data in the various tobacco-growing sections of Wisconsin and adjoining States to be used in connection with the establishment of tentative grades for the principal types of American-grown tobacco. Mr. Pulley reports that during the first month of work he has collected samples of fourteen different types of tobacco. He also prepared a display which was exhibited at the Wisconsin State Fair at Milwaukee.

-----O-----

David Friday, Professor of Economics and Finance at the University of Michigan, has been selected as President of the Michigan Agricultural College, East Lansing, Mich., and will assume his new duties about January 1. Professor Friday, a native of Michigan, is a graduate of the University of Michigan with the class of 1908, since which time he has been largely in educational work, first at his Alma Mater, then as professor of economics in the New York University's School of Accounting, and finally at the University of Michigan.

-----O-----

T. R. Bolin has been appointed as State Marketing Agent, Division of Markets, Markets and Warehouse Department, Austin, Tex., to succeed Sam H. Dixon who recently resigned to accept a position with a commercial concern. J. Austen Hunter, and J. W. Collins are Assistant Marketing Agents, and T. S. Miller and W. C. Williams have been appointed as Official Cotton Graders and Classers.

-----O-----

L. H. Lewis, Extension Agent in Marketing with the Extension Service of the Clemson Agricultural College of South Carolina, has changed his headquarters from Clemson College, S. C., to Florence, S. C.



C. A. McNabb, Agent in Marketing, State College, N. M., is advising with the members of the board of directors of the Cooperative Dairy Association at Albuquerque, N. M., relative to the manufacturing of surplus cream into ice cream for local consumption. At the present time the ice cream used in the northern part of the State is manufactured at Trinidad, Colo., from cream purchased in New Mexico. The establishment of an ice cream plant in the producing section will reduce the spread between producer and consumer by the amount of two freights, one on the raw material to Trinidad and the other on the manufactured product back to New Mexico towns and cities.

-----0-----

Officials from the State Division of Markets, Richmond, Va., and the Agricultural Experiment Station, Blacksburg, Va., will meet in Richmond, September 21, to arrange for conducting, in cooperation with the Federal Bureau of Markets and Crop Estimates, a study of the principal types of tobacco produced in Virginia preparatory to the recommendation of standards for grades. The Federal Bureau will be represented at the conference by Frank B. Wilkinson, Investigator in Marketing.

-----0-----

E. A. Logan, Agricultural Statistician, Columbia, Mo., as chairman of the Agricultural Committee of the Columbia Commercial Club, was instrumental recently in the establishment by the Club of a Marketing Bureau for Farmers. The Bureau serves as a clearing house for those farmers in the vicinity of Columbia who have miscellaneous products which might be profitably sold near home.

-----0-----

Fred W. Hofmann, Director, Bureau of Markets, Greater Terre Haute Club, Terre Haute, Ind., has been made Business Manager of the Club. Mr. Hofmann has been in marketing work much of the time since 1915. He served for several years as Federal Field Agent in Marketing in South Carolina.

-----0-----

Charles E. Raughman is the new Commissioner of the State Markets and Warehouse Department, Austin, Tex., succeeding D. E. Lyday.

-----0-----

The appropriation for marketing work in Vermont, for the fiscal year ending June 30, 1922, amounts to \$3,700.

-----0-----

LLOYD S. TENNY,  
Assistant to the Chief,  
In Charge, Division of Cooperative Relations.

# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

September 28, 1921.

Number 29.

## THIRTY-EIGHT STATES DOING SPECIAL MARKETING WORK

In 38 of the 48 states special attention is being given to marketing work. In 31 of the states special agencies have been created by legislative or executive authority for conducting this line of work. Two of these 31 states have 2 agencies each, making a total of 33 agencies, 19 of which are known as bureaus, 11 as divisions, and one each as section, department and commission. Twenty-six of the marketing agencies are administrative units in State departments of agriculture, 3 are independent organizations, 3 are in agricultural colleges, and one is conducted jointly by the State department and the agricultural college.

The chief executive officer of 11 of the marketing agencies has the title of director; 8, that of chief; 5, commissioner; 4, agent; and one each, supervisor and secretary.

In the case of 24 states market reporting is being stressed; in 19 states, standardization work; in 13 states, food products inspection work; and in 12 states, research work. Thirty regular market reports and periodicals are issued by the State agencies. Six of these are published daily; 12, weekly; 4, semi-monthly; and 8 monthly.

The funds available for marketing work as reported by 21 of the agencies amount to \$718,000.

-----0-----

The Ohio Bureau of Markets, Columbus, Ohio, has had installed in its office in the State Capitol, a "drop" from the leased wire of the Federal Bureau of Markets and Crop Estimates and is arranging to develop a market news service for fruits and vegetables, live stock and meats, and dairy products. The plans under consideration contemplate giving intensive distribution of current news regarding supply, demand and prices of these products to Ohio producers, dealers and consumers.

-----0-----

The Department of Agriculture, Helena, Mont., has advised that all Montana farmer-organizations formed for the purpose of handling grain must take out a track buyer's license and furnish bonds for \$10,000. This license is required even though the associations handle only the grain of their members. Any individual producer, however, has the right to ship his own grain in carlots or in less than carlots without obtaining a license.



## WORK OF THE SECTION OF MARKETS, UNIVERSITY OF KENTUCKY

The work of the Section of Markets of the University of Kentucky, Lexington, Ky., of which O. E. Jesness is Chief, is conducted along three general lines, namely, investigation, extension and college teaching. The investigational work, which is part of the work of the Experiment Station, includes studies of the methods of marketing various farm products, a survey of cooperative buying and selling among farmers in the State, and an investigation looking to the establishment of standard grades for the types of tobacco grown in Kentucky. This investigation is being carried on in cooperation with the Federal Bureau of Markets and Crop Estimates.

The Extension work in marketing gives much attention to the development of cooperative marketing on a sound basis, including cooperative live stock shipping, cream shipping organizations, sweet potato associations, and strawberry marketing associations. Cooperative marketing is being discussed at farmers' meetings by extension representatives of the Section of Markets. Other marketing questions are also the subjects of talks at such meetings.

The college courses in marketing at the present time include a course in the "Marketing of Farm Products" and a course in "Cooperative Marketing." The former takes up the fundamental questions and includes a study of methods of marketing, classes and services of middlemen, transportation, storage, cost of marketing, prices, future trading, standardization, inspection, packages, market information, and the like. The other course reviews the accomplishments of farmers along the lines of cooperative marketing, methods of organizing, preparing organization plans, a study of the essentials and related matters. Similar courses but in simpler and more abbreviated form are given to students in the four months' short course. In addition to the courses of instruction dealing directly with marketing, various courses in general economics, agricultural economics and related lines are open to students.

----O----

Dr. W. L. Wanlass, Director of the School of Commerce and Business Administration, State Agricultural College, Logan, Utah, has been making a study of the existing methods of marketing Utah peaches. A few years ago large numbers of peach trees were set and since these trees have begun to bear the marketing problem has been acute as many of the orchards are not only far from market but also far from railroad transportation service. Dr. Wanlass hopes eventually to make suggestions to the peach growers that will be helpful to them in securing the maximum of returns for their fruit.

----O----

L. M. Rhodes, Commissioner, State Marketing Bureau, Jacksonville, Fla., is working on plans for giving the producers of Florida daily market reports from the larger markets to which Florida products are sent. He expects to get intensive distribution of the reports by furnishing them to the more important daily papers of the State.

## BUREAU EXHIBIT AT TEXTILE PRODUCTS SHOW

A cotton exhibit has been prepared by the Federal Bureau of Markets and Crop Estimates for the Textile Products Show to be held at Greenville, S. C., October 6 to 12. The exhibit will consist of two panel displays relating to damage and storage of cotton, four panels showing reduced sizes of official cotton standards, one single and four double models of cotton warehouses, loose samples of the various standards of cotton, charts and maps. It is possible that the exhibit also will include a radio receiving outfit that attention may be drawn to the importance of keeping informed relative to the ups and downs of the market.

The Bureau exhibit will be in charge of B. L. Perkins, Assistant in Market Exhibits. Questions regarding cotton marketing problems will be answered by G. S. Meloy, Investigator in Cotton Marketing, and J. K. Wood, Specialist in Cotton Marketing. L. S. Tenny, Assistant to the Chief, In Charge of the Division of Cooperative Relations, probably will be at the show for one day.

-----O-----

It is estimated that many of the Tennessee farmers are receiving from 2-1/2 cents to 3 cents more a pound for their wool by marketing collectively than would be the case if they sold as individuals. A. L. Jerdan, Marketing Specialist, State Agricultural College, Knoxville, Tenn., has demonstrated to many groups of growers that their financial interests demand that they should work together in selling their products so as to obtain the economies that usually result from large-scale operations.

-----O-----

Arrangements have been made whereby the New York State Division of Foods and Markets, and the Federal Bureau of Markets and Crop Estimates are cooperating in the collection of data from cold storage plants located in New York State. The plans contemplate the use by both agencies of forms calling for identical information. The collected data will be used by both agencies to meet their respective needs.

-----O-----

J. H. Meek, Director, Division of Markets, Richmond, Va., reports that the Southwest Virginia Cooperative Exchange, Inc., which the Division assisted in organizing earlier in the year, sold produce, chiefly cabbage, to the amount of \$140,000 during July and August. The produce was forwarded from eight shipping points.

-----O-----

Porter Taylor, Acting Director, State Bureau of Markets, Harrisburg, Pa., was in Washington recently in conference with the division leaders in the Federal Bureau of Markets and Crop Estimates regarding the lines of work being developed by the two Bureaus.



W. F. Heppe, Extension Agent in Marketing, State Agricultural College, Fort Collins, Colo., has worked out a plan for promptly handling routine matters while in the field. He has the daily correspondence and the current market reports forwarded to him, and each day gives immediate attention to those matters that require it. He finds that the receiving regularly of the current market reports is very helpful in his field work as he thus is able to keep more nearly up-to-date and to answer with more intelligence the questions of those with whom he is working. In commenting upon this matter in a recent report he said, "We are able in this way to give more prompt attention to correspondence of importance and by receiving all market reports, etc., are able to keep informed of market conditions and prices in outside markets. It seems to strengthen the work of a field man if he is in a position to talk with farmers intelligently on market conditions and prices of farm products." Mr. Heppe prepares his weekly reports while in the field and, because of the recording of matters while they are fresh, his reports are full of interesting details.

----O----

F. S. Kinsey, Supervising Inspector of the Federal Bureau of Markets and Crop Estimates, who has been detailed to assist in the States of Washington and Idaho in establishing and standardizing an inspection service to conform with that conducted by the Federal Bureau, reports that there has been a great demand for the inspection service and that work has been very satisfactory so far, considering how recently it has been inaugurated. Idaho has had to increase the original estimates as to the number of certificates likely to be requested and now expects to issue between fourteen and fifteen thousand this season. Up to the first of September, approximately eighteen hundred certificates were issued on potatoes alone.

----O----

A study of the subject of wheat market inspection is being made by the Department of Economics, State College of Agriculture, Bozeman, Mont. Representative counties have been selected and information is being collected regarding the spread between the price the farmer receives and that at which the receiving elevator sells. An effort is also being made to collect information regarding the part that grading plays at the time the farmer sells his wheat. John F. Ware, Market Specialist, is assisting in the investigation.

----O----

The September number of the Arkansas Farm and Market Bulletin published by the Department of Agriculture, Little Rock, Ark., contains the report of a preliminary survey of the commercial acreage, and the expected carlot shipments of sweet potatoes. The survey was made by the Arkansas Crop Reporting Service which is conducted jointly by the State Department of Agriculture and the Federal Bureau of Markets and Crop Estimates, under the direction of Charles S. Bouton.

That the educational campaign being conducted by the Division of Extension of the State Agricultural College, Knoxville, Tenn., relative to the importance of meeting the demands of the market, is proving successful is demonstrated by a recent shipment of a carload of pure-bred Duroc Jersey hogs, that were fitted for market by the members of the Boys' and Girl's Club of Montgomery County. Small pigs secured early in the year were fed with the thought of producing animals that would meet the needs of the buyers. The finished hogs were sold early in September on the Nashville market and brought 25 cents a hundred pounds above the top of the market for the day of sale. Demonstrations in the feeding of pigs for supplying the commercial demand is one of the projects in the Boys' and Girls' Club work in Tennessee.

-----0-----

Dr. Alexander E. Cance, Head of the Department of Agricultural Economics, Massachusetts Agricultural College, Amherst, Mass., spoke at a recent meeting of Massachusetts farmers regarding the production of eggs for the local market. He said in part, "Here is an opportunity in Massachusetts for a specialized market. You can sell a quality product, but what you really sell is satisfaction. So better have your eggs laid with your name on them, and have a special brand and label on the basket. Boston consumers will pay an extra ten cents for John Smith's eggs for the satisfaction of eating eggs John Smith raised."

-----0-----

The September 8 issue of the Press Bulletin, published by the Extension Division of the Louisiana State University, Baton Rouge, La., is called the "Sweet Potato Edition." A campaign to build a sweet potato storage house on every farm in Louisiana is being waged by the Extension Division, in order to care for the enormous crop of sweet potatoes which otherwise would be lost. Helpful hints on the harvesting, storing and curing of sweet potatoes and on the advantages of standardization are discussed in this issue.

-----0-----

Material from the news service of the Federal Bureau of Markets and Crop Estimates is cabled weekly to the Argentine government by its commercial attache in Washington. The cablegram contains a digest of the condition of crops and of the prices of grain, cotton, wool, live stock and meats in the United States.

-----0-----

W. C. Cribbs, Extension Specialist in Marketing, Michigan Agricultural College, East Lansing, Mich., has contributed an article entitled, "Elevator Exchange Serves Michigan Farmers" to the September 15 issue of the American Farm Bureau Weekly News Letter.



After a lapse of ten months The State's Marketing Bulletin, Austin, Tex., reappeared on September 15. This publication, which is put out weekly by the Texas Markets and Warehouse Department, is a medium for the dissemination of marketing information of value to the producers and handlers of Texas farm, ranch and orchard products. The funds appropriated for marketing work by the Texas Legislature, at its recent session, became available September 1, and the Markets and Warehouse Department lost no time in starting constructive work. It is proposed to utilize the space in the Bulletin for "market news, data on supply and demand, interesting information as to the conditions in the State as a whole, and all other such items as may tend in any way toward the orderly marketing of products of the farm, ranch and orchard." There also will be the "listing of parties having products for sale, and parties in the market for farm products."

-----0-----

Three group meetings of the field statisticians of the Federal Bureau of Markets and Crop Estimates have been arranged for October. A meeting for the men in the Southern States will be held at Nashville, Tenn. October 12, 13 and 14; a meeting for the men in the northern States will be held at Madison, Wis., October 17, 18 and 19; and a meeting for the men in the Western States will be held at Salt Lake City, Utah, October 24, 25 and 26. Among the subjects which will be given special consideration at these meetings is that of weekly news releases to the newspapers. It is believed that the press must be regarded as the main avenue for presenting crop information to those interested in the reports prepared by the field men.

-----0-----

C. M. White, Chief, Division of Markets, Augusta, Me., assisted with the collection and arrangement of a Maine agricultural exhibit at the Eastern States Exposition at Springfield, Mass., during the latter part of September. The exhibit filled a floor space 16 x 48 feet in size and consisted of displays of ripened grain, manufactured grain products, potatoes and potato products, apples and apple by-products, and honey.

-----0-----

Attention is called in the September 21 issue of the Connecticut Market Bulletin, Hartford, Conn., to the increasing demand for "Connecticut newlaid fancy white eggs." It is stated that the price for this article ranges as high as 75 cents a dozen.

-----0-----

J. N. Holsen, who has been assisting on the retail meat survey being made by the Federal Bureau of Markets and Crop Estimates, has tendered his resignation in order to enter Princeton University where he holds a fellowship.

A poster designed to be tacked on the doors of sweet potato storage houses has been issued by the Extension Service of Clemson Agricultural College, Clemson College, S. C. This poster which gives information relative to the harvesting, grading and curing of sweet potatoes was prepared by George P. Hoffmann, Extension Horticulturist, and F. L. Harkey, Agent in Marketing. Six "pointers" regarding harvesting are given, also a "Summary of the United States Grades for Sweet Potatoes," "Definition of Grade Terms as Used in These Grades," and the "Ten Commandments of Curing and Storing." The last commandment which is specially stressed is, "Let one person be responsible for and entirely in charge of the house."

----O----

A copy of the motion-picture film, "Sweet Potatoes from Storage House to Market," prepared by the Federal Bureau of Markets and Crop Estimates, has been purchased by the Immigration and Markets Bureau, Montgomery, Ala., and will be shown for the first time at the State Fair in Birmingham, October, 3-8. A large canvas will be stretched in front of the grandstand on which the picture will be flashed. The film will be used subsequently at other fairs throughout the State, and it will be made available to county agents who have motion-picture machines and who may wish to show the film at farmers' gatherings.

----O----

J. H. Tull, Superintendent of Markets, Memphis, Tenn., is considering the installation of candling boxes at the more important curb market in the city. Demonstrations of candling eggs would be given to producers and consumers in order that methods of telling good eggs from bad might be understood and that sales eventually be made on the basis of the food value.

----O----

Because of the failure of the recent special session of the Texas Legislature to provide sufficient appropriations, the issuing of the Monthly News Bulletin by the State Department of Agriculture, Austin, Tex., will be discontinued after the August, 1921, number.

----O----

The State Department of Agriculture, Olympia, Wash., arranged for the operation of a radio receiving station at the State Fair at Yakima, that those attending might learn the important part that wireless is playing in the dissemination of market news.

----O----

Beriah Brown has been appointed Assistant Supervisor of Farm Marketing, State Department of Agriculture, Olympia, Wash.



V. A. Sanders, Federal Agricultural Statistician for the New England States, gave an address recently at a gathering of Massachusetts farmers regarding the "Cooperative Crop Reporting System" being developed by the New England States and the Federal Bureau of Markets and Crop Estimates. He announced that plans were being matured for the giving next year of a special service for market gardeners. This service would consist of information regarding the conditions in the different regions that produce vegetables that come in competition with those grown by Massachusetts gardeners.

-----O-----

Lloyd S. Tenny, Assistant to the Chief, In Charge of the Division of Cooperative Relations, Federal Bureau of Markets and Crop Estimates, will attend the annual meeting of county agents in South Carolina, to be held early in October at Clemson Agricultural College, Clemson College, S. C. One day of the meeting will be devoted to the consideration of problems in cooperative marketing and Mr. Tenny will speak on the subject of "The Marketing of Truck Crops and Development of a Trucking Industry."

-----O-----

George B. Alguire, Assistant in Marketing Hay and Broom Corn, Federal Bureau of Markets and Crop Estimates, is releasing a weekly broom corn market story to the newspapers in the broom corn sections of Texas, Oklahoma and Kansas and to the trade journals interested in this commodity. These stories give current information of value to broom corn producers and dealers. The weekly letters are being used quite generally by the press.

-----O-----

"The Marketing of Swine" is the title of section five of a set of lantern slides prepared by the United States Department of Agriculture for the use of the county agricultural agents and other extension workers. The entire set, which includes over 200 slides is entitled, "The Swine Industry." The first four sections have to do with problems connected with the breeding, feeding, housing and care of swine.

-----O-----

J. H. Meek, Director, Virginia Division of Markets, and H. M. Taylor, Agricultural Statistician, Federal Bureau of Markets and Crop Estimates, both located at Richmond, Va., recently went to Raleigh, N. C., to study the methods employed in North Carolina whereby the State and Federal departments of agriculture cooperate in conducting a single crop reporting service.

-----O-----

LLOYD S. TENNY,  
Assistant to the Chief,  
In Charge, Division of Cooperative Relations.

# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF MARKETS AND CROP ESTIMATES. UNITED STATES DEPARTMENT OF AGRICULTURE. WASHINGTON, D. C.

October 5, 1921.

Number 30.

## EXCESS WOOL PROFITS BEING DISTRIBUTED

A total of \$236,406.87 of excess profits arising out of the handling of the 1918 wool clip has been distributed to 73,821 wool growers in various parts of the country by the Domestic Wool Section of the Federal Bureau of Markets and Crop Estimates. These excess profits have been collected from dealers who made profits in excess of those allowed by the regulations prescribed by the United States Government when it took over the 1918 wool clip. Up to September 24, 1921, more than half a million dollars of excess profits had been collected from dealers. An even larger amount remains to be collected. Distribution of the profits among the growers from whom the wool was purchased began October 13, 1920, and will be continued until disposal has been made of the money collected. The seventy thousand and odd checks have ranged in amount from one cent to over nine hundred dollars.

-----O-----

Bulletins showing the methods of farming and marketing in Maine were distributed at the Maine booth at the Eastern States Exposition at Springfield, Mass., during the third week in September. In anticipation of the demand, lists were prepared of both certified and commercial growers of seed potatoes, also growers of corn, beans and small grain, and these were given to persons desiring to order Maine products. A catalogue of Maine farms for sale was prepared and copies were distributed at the Exposition. Between 50 and 75 individual inquiries for special varieties of apples or brands of honey were referred to Maine producers of the same. As there was an attendance of 234,000 during the six days of the Exposition the officials of the Maine Division of Markets feel that this advertising of the farm products of the State cannot fail to result in increased orders to Maine farmers.

-----O-----

Statistical material prepared by the Crop Estimating Division of the Federal Bureau of Markets and Crop Estimates is used in the Wharton School of Finance and Commerce of the University of Pennsylvania, Philadelphia, Pa., in the courses on "Markets and Prices" and "Statistics." In the former course one or two lectures are based upon the material and a quiz is conducted upon assigned readings. In the course on statistics the material is used to illustrate the statistical method.



## PUBLICATIONS OF INTEREST TO MARKETING MEN

The following reports of Hearings before Congressional Committees have been issued in printed form:

Report of the Hearings before the Committee on Agriculture and Forestry of the U. S. Senate, relative to preventing the transportation and sale of stunted food animals;

Hearings before the Sub-Committee of the Committee on Banking and Currency, U. S. Senate, held July 18 and 19, 1921, regarding an amendment to the Federal Loan Act and Federal Reserve Act;

Parts 14-21, of the Hearings relative to Agricultural Inquiry, held before the Joint Committee on Agricultural Inquiry under Senate Concurrent Resolution No. 4.

"Market Grades and Terms" is the title of a bulletin just issued by the Extension Division of the Connecticut Agricultural College, Storrs, Conn. I. G. Davis, Professor of Agricultural Economics, and B. P. Storrs, Market News Reporter, are the joint authors. The bulletin is designed to enable those who use the Connecticut Market Bulletin to understand the meaning of the terms and grades used therein.

"Know Your Markets," an article by W. A. Wheeler, Specialist in Market Information, and Frank George, Assistant in Market Information, Federal Bureau of Markets and Crop Estimates, which appeared in the 1920 Yearbook of the United States Department of Agriculture, has been reprinted as Yearbook Separate, No. 834, and may be obtained upon request.

"Harvesting, Grading, Storing and Marketing Sweet Potatoes" is the title of Circular No. 32 just issued by the Extension Service of Mississippi Agricultural and Mechanical College, Agricultural College, Miss. T. M. Patterson, State Agent in Marketing, prepared the circular.

"The March of Standardization," an article contributed to the 1920 Yearbook of the United States Department of Agriculture by Harold W. Samson, Specialist in Standardization, Federal Bureau of Markets and Crop Estimates, has been reprinted as Yearbook Separate, No. 850.

"Home Storage" by W. R. Cole, Extension Professor of Horticultural Manufacturers, Massachusetts Agricultural College, Amherst, Mass., is the subject of Extension Leaflet No. 34, issued by that institution.

-----O-----

James C. Farmer, who was formerly in charge of the New Hampshire Bureau of Markets, and is now General Manager of the New Hampshire Cooperative Association, Inc., Concord, N. H., reports that he has started 11 egg circles recently and that 9 or 10 more circles are contemplated. The eggs marketed through these circles are stamped, graded and put up in sealed cartons holding one dozen each and are sold under the label, "Just Laid New Hampshire Eggs."

## SUBJECTS AT MARKETING CONFERENCES

The subjects discussed at 18 live stock marketing conferences recently conducted by Frank Robotka, Marketing Specialist, State Agricultural College, Ames, Iowa, are as follows: (1) Prorating expenses and shrinkage and distributing the returns, (2) Recording the results in permanent books, (3) Accounting for the insurance and other funds, (4) Preparing statements and reports, (5) Handling live-stock shipping records in elevators which ship live stock, (6) Handling the stock at the local shipping point, (7) Losses in transit and collecting claims, (8) Methods of grading, weighing and selling live stock at the central markets, (9) Market reports on live stock.

An intensive program of education covering the problems of management and operation of live-stock shipping associations is being planned by Mr. Robotka for the coming year. The program will include instruction in the operation of the proposed uniform accounting system. It is the belief of Mr. Robotka that by the end of another year a large majority of the 650 associations in the State will be operating a uniform system of records and that much progress will have been made in standardizing their business practices.

-----0-----

Don Livingston, Commissioner of the South Dakota Department of Agriculture, Pierre, S. D., has prepared a little folder setting forth some of the activities of his department. These are classified under the following fifteen general headings: Credits and Farm and Live Stock Financing; Transportation; Cost of Production and Distribution; Land Economics; Production; Marketing; Washington, D. C. Representation; Terminal Market Representation; Regulatory; Market Reporting; Storage; Educational; Legislative; Cooperation; and Service.

-----0-----

An exhibit featuring the volume of dairy products shipped from Vermont each week was prepared by the Vermont Department of Agriculture, Montpelier, Vt., for display at the Eastern States Exposition held at Springfield, Mass. The shipments of milk, cream, butter and cheese, which amount to approximately 282 carloads a week, were shown by miniature freight cars and by models of a local milk shipping station and creamery. Figures also were given for the amount of each product shipped from the State.

-----0-----

A four-page circular entitled "Costs" was issued by the Federal Bureau of Markets and Crop Estimates for distribution at the fall dairy shows. The purpose of the circular is to interest milk dealers in keeping cost accounts, that they may learn the exact cost to them of the different operations connected with the retail distribution of milk, cream and other dairy products.



### CHARTS FOR EXPOSITIONS AND STATE FAIRS

Four large charts - three beautifully hand-painted - illustrating the importance of standard grades for apples are a feature of the exhibit of the State Division of Markets at the Virginia State Fair, Richmond, Va., October 1-8. The stories told by the charts are, "Standard Grades, (1) Encourage Better Methods of Production, (2) Provide Basis for Sale and Contract, (3) Prevent Waste, (4) Eliminate Fraud and Deception." These charts were prepared for the Virginia Division of Markets by the United States Department of Agriculture and will be used by the Department in its extension work after the close of the fair.

Four charts illustrating the same truths for potatoes were prepared by the Department for use at the Eastern States Agricultural and Industrial Exposition, recently held at Springfield, Mass.

-----O-----

A number of informal conferences of agricultural workers interested in marketing were held at Memphis, Tenn., during the Tri-State Fair, September 24-October 1, at which marketing problems of common interest to the States represented, Tennessee, Arkansas, and Mississippi, were discussed. The marketing agents present were: T. M. Patterson and A. G. Spinks of the Division of Extension in Mississippi; Turner Wright, W. H. Baney and E. A. Hodson of the Division of Extension in Arkansas; J. H. Tull, Superintendent of City Markets, Memphis, Tenn., C. W. Watson, Marketing Agent of the Memphis Chamber of Commerce; and A. W. McKay and G. O. Gatlin of the Washington office of the Federal Bureau of Markets and Crop Estimates.

-----O-----

Hugh J. Hughes, Director of Markets, St. Paul, Minn., conducted a potato marketing instruction tour through a portion of the State, during the last week of August. At each of the six points one day was spent giving demonstrations in grading and loading potatoes. Accounting also constituted a part of the program. The meetings were well attended by managers of cooperative companies and other carlot shippers and dealers. W. R. Porter, Agent in Marketing, Agricultural College, N. D., and B. A. Holt of the College of Agriculture, University of Minnesota, assisted Mr. Hughes in this work.

-----O-----

K. A. Keithly, Agent in Marketing, Richmond, Va., who is teaching the farmers of Virginia how to ship their live stock cooperatively, conducts his work in a practical manner. Recently he held a meeting at the stock-pens where cattle were being assembled for shipment. He gave a demonstration in the marking, loading and shipping of the animals brought in by the farmers. Then he assisted them to form an association, elect directors and select a manager. The following day he formed another association at another point.

## PRICES AND THE MISSOURI FARMER

The Missouri Cooperative Crop Reporting and Statistical Service, Jefferson City, Mo., conducted by the State Board of Agriculture and the Federal Bureau of Markets and Crop Estimates, has prepared a summary of prices of special interest to Missouri farmers. This summary appears in the Clip Sheet issued by the State Board for October 1.

The data collected show that the farmer is selling the following products at the percentages indicated below the average farm price of a year ago: Corn, 62%; wheat, 57%; timothy, 45%; potatoes, 9%; wool, 50%; sheep, 48%; horses, 34%; hogs, 34%; cattle, 40%; dairy cows, 42%; milk, 23%; butter, 39%; chickens, 29%; eggs, 39%.

At the same time the Missouri farmer is supplying his wants by buying at figures that are below the 1920 level as follows: Acid phosphate, 29%; mixed fertilizer, 32%; plow, 21%; wagon, 34%; harness, 33%; cream separator, 12%; manure spreader, 22%; mower, 17%; scythe, 25%; lumber, 39%; 8-penny nails, 40%; barbed wire, 22%; fencing, 16%; calico, 44%; muslin, 49%; coffee, 23%; sugar, 33%.

The Cooperative Service in releasing the figures states that they have been "impartially gathered and compiled, without either purpose or desire to prove or disprove any doctrine or theory."

-----O-----

W. Mackenzie Stevens has recently been appointed as Assistant in Cooperative Marketing with the Division of Cooperative Relations, Federal Bureau of Markets and Crop Estimates. Mr. Stevens is a graduate of the University of Illinois with a B. S. degree in Farm Organization and Management. He was with the Federal Bureau from August, 1917, to December, 1920, being engaged in studies connected with the marketing of fruits and vegetables. In his new position he will give consideration to methods and practices of marketing farm products through cooperative associations, analyzing the advantages and disadvantages. His studies will include methods of organizing and financing such associations and the discovery and noting of the fundamentals of cooperative purchasing and selling organizations. Attention will be given to the cost of handling farm products through cooperative associations, this work being done under the leadership of the Bureau Specialists conducting the cost of marketing investigations.

-----O-----

J. C. Gilbert, Specialist in Market Extension, Federal Bureau of Markets and Crop Estimates, was in Charleston, W. Va., October 3 in conference with the officials of the State Department of Agriculture and the State Bureau of Markets.

-----O-----

Five specialists, one of whom will be a marketing man, are to be added to the Extension staff of the State College of Agriculture, Berkeley, Calif.



Alexis L. Clark, Chief, Bureau of Markets, Trenton, N. J., reports that the New Jersey Poultry Producers' Association, recently organized with assistance from the State Bureau, is enjoying a marked degree of success. Within a few weeks after a committee of practical poultrymen had decided that the eggs from the large commercial plants could be marketed more efficiently through a central sales agency than as the products of separate plants, four hundred poultry producers had agreed to the proposed plan of organization and paid the organization fees. The State Bureau, upon request from the poultry producers, released W. L. Hundertmark, who had been with the Bureau for two years, that he might become manager of the organization. At packing houses located in the different producing sections of the State, the eggs are delivered and carefully graded and packed by experts. It is the intention of the Association to put a standard product on the market, one which the most critical buyer can purchase without the trouble of examining each separate case. The shipments made by the Association during the last few weeks have been sold at the highest market prices.

-----0-----

The Agricultural Experiment Station, Blacksburg, Va., and the Federal Bureau of Markets and Crop Estimates have arranged to cooperate in an investigation of the grading and marketing of tobacco in Virginia and nearby States for the purpose of obtaining data to be used in establishing tentative grades for "air-cured," "dark-fired" and other important types of tobacco produced in this section. Two tobacco specialists have been assigned to this work. One of these will have headquarters at Appomattox in the center of the region producing "dark-fired" tobacco and the other at Bowling Green in the region producing "air-cured" tobacco. The data obtained will be correlated with that collected by other investigators in other tobacco producing sections.

-----0-----

The Department of Rural Economics of the Oklahoma Agricultural and Mechanical College, Stillwater, Okla., is offering the following seven courses in agricultural economics during the present school year: Agricultural Economics, Marketing Farm Products and Cooperative Organizations, Farm Organization, Advanced Farm Management, Extension Course, Country Life, and Farm Accounts. James A. Wilson, Professor of Rural Economics, is head of the Department.

-----0-----

J. Thomas Dionne, who was recently added to the staff of the State Division of Markets, Augusta, Me., as Field Agent, has had six years of experience in marketing work. He has been directly connected with the Skowhegan Farmers' Union which has grown within a few years into an organization with an annual business of \$200,000. He also has been actively connected in a local way with the New England Producers' Association.

In addition to the study and investigation of creamery business practices, which Paul L. Miller, Research Agent in Marketing, University of Minnesota, St. Paul, Minn., is conducting, the following projects will be undertaken: (1) A course in cooperation for advanced college students; (2) A course in grain elevator accounting for agricultural students looking forward to positions as managers of elevator companies; (3) A course in market accounting for short course students in general agriculture; (4) Accounting instruction for students attending the dairy short courses; (5) Demonstration of a potato warehouse accounting system; (6) General service and extension work in market business practice and accounting. B. A. Holt, who received his M. A. degree in agricultural economics last year, has been appointed by the University to give his full time in assisting Mr. Miller in this work.

-----0-----

Turner Wright and W. H. Laney, Marketing Agents, Extension Division, College of Agriculture, Little Rock, Ark., were largely instrumental in the organization of the Arkansas Sweet Potato Growers' Exchange. This Exchange includes 25 incorporated local sweet potato marketing associations with a total membership of about 600 and a total storage house capacity of approximately 200,000 bushels. The local associations as well as the Exchange are non-profit, non-stock organizations incorporated under the cooperative law of the State of Arkansas, and the storage houses of the local associations are cooperatively owned or leased. An office of the Exchange is to be established soon in Little Rock.

-----0-----

Information regarding radio market-news service has been disseminated by the Extension Division, State Agricultural College, Ames, Iowa, among the county agents of the State and the amateur radio operators. The data received in response to a questionnaire sent out with a view of determining the demand for such a service and its probable usefulness indicate "a keen interest" and "that its possibilities are tremendous.....In the opinion of many county agents the radiophone seems to possess some advantages over the radiograph; principally because of the lack of a sufficient number of efficient and responsible amateur radio operators."

-----0-----

At the request of the Director of Extension, College of Agriculture, Burlington, Vt., F. S. Ruggles, Investigator in Cooperative Marketing, Federal Bureau of Markets and Crop Estimates, is making a study of existing methods for marketing maple products and is assisting maple producers to formulate plans for collective activity. Before returning to Washington, Mr. Ruggles will make stops in Massachusetts and Connecticut where he will confer with the tobacco growers of the Connecticut Valley regarding the plans they are developing for selling their produce through cooperative associations.



Among those from the Federal Bureau of Markets and Crop Estimates who will attend the three regional conferences at Nashville, Tenn., Madison, Wis., and Salt Lake City, Utah, of the Agricultural Statisticians stationed in the 48 states are: L. M. Estabrook, Associate Chief of Bureau; W. A. Wheeler, Specialist in Marketing Information; Dr. Samuel A. Jones, Statistician; Charles E. Gage, In Charge of Crop and Live Stock Reports; and Z. R. Pettet, Agricultural Statistician. Lloyd S. Tenny, Assistant to the Chief, In Charge of Division of Cooperative Relations, will attend the conferences at Madison and Salt Lake City.

-----O-----

Erle C. Vaughn has been appointed cooperatively as Assistant in Tobacco Investigations by the Agricultural Experiment Station of the University of Kentucky, Lexington, Ky., and the Federal Bureau of Markets and Crop Estimates. Mr. Vaughn received an A. B. degree from the University of Kentucky and has had a number of years of practical experience in tobacco work. He will devote his time to collecting data and conducting experimental work looking toward the establishment of tentative grades for the principal types of American-grown tobacco.

-----O-----

Frank Parker, Agricultural Statistician, located at Raleigh, N. C., assisted recently in the organization of the North Carolina Crop Reporters' Association. The organization of the association was completed at the Nineteenth Annual Session of the North Carolina Farmers' State Convention at Raleigh, August 30-September 1.

-----O-----

Among the subjects to be discussed at the Sixth Annual Live Stock Roundup at the University of Florida, Gainesville, Fla., October 6 and 7, are the following: "How to Handle Hogs in Florida at a Profit," "Marketing Florida Hogs," "Cooperative Marketing," and "Some Phases of the Live Stock Industry."

-----O-----

The 1921 annual meeting of the National Association of State Marketing Officials will be held in Chicago, November 28 and 29.

-----O-----

J. A. Farquharson has succeeded E. C. Dustin as Secretary of the State Marketing Commission, Oklahoma City, Okla.

-----O-----

LLOYD S. TENNY,  
Assistant to the Chief,  
In Charge, Division of Cooperative Relations.

# MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY  
STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF  
MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

October 12, 1921.

Number 31.

## MORE MARKET NEWS FOR WISCONSIN

The Wisconsin Department of Markets, Madison, Wis., realizing the importance of farmers, dealers and consumers being informed concerning marketing conditions, has established a market news service which will adequately supply this need. Daily reports giving the market conditions and prices for cattle, sheep, hogs, potatoes, cabbage, onions, apples, butter, American and foreign cheese, and eggs, are taking the place of the market information formerly published in the Market News Letter, the semi-monthly publication of the Department. Wireless telegraphic and telephonic reports also are sent from the radio station at the State University, at Madison, and may be picked up by anyone equipped with a wireless receiving apparatus. Special commercial wire reports are sent daily to all newspapers requesting the service and likewise to individuals desiring reports on specific commodities. A weekly summary is issued giving a review of the market conditions on the commodities listed above and in addition on hay, grain and feed. These reports are taken from a "drop" of the leased wire of the Federal Bureau of Markets and Crop Estimates, installed recently in the Madison office of the State Department of Markets.

According to present plans, the Market News Letter will be issued twice a month, as previously, and the regular agricultural exchange list will be carried as a feature of the publication.

-----0-----

Tentative grades for Shelled White Spanish Peanuts have been formulated by the Federal Bureau of Markets and Crop Estimates. These grades will be known as U. S. No. 1, U. S. No. 1 Splits, U. S. No. 2, and U. S. No. 3. The grades are based on observations and investigations made in the important centers of production and in the larger markets. They embody what is believed to be the most improved commercial practices. Substantially these grades have been adopted by the United Peanut Association, subject to approval by the constituent associations. It is expected that the trade will give the grades a thorough trial during the season for the marketing of the 1921 crop.

-----0-----

The State Bureau of Markets, Trenton, N. J., is planning an exhibit illustrating marketing work as a feature for Agricultural Week at Trenton, January 10-13, 1922.



## PUBLICATIONS OF INTEREST TO MARKETING MEN

"Motor Trucks on Eastern Farms" is the subject of Farmers' Bulletin No. 1201 which is a joint publication from the Office of Farm Management and Farm Economics and the Bureau of Public Roads. This bulletin is based on the experience of 753 farmers in Eastern States who use motor trucks on their farms. A complete analysis of the reports which form the basis of the bulletin is contained in Department Bulletin No. 910, "Experience of Eastern Farmers with Motor Trucks."

The National Bank of Commerce of New York City, in its series of articles on foreign commerce, has published illustrated bulletins on the following six subjects: "Trading with Our Neighbors in the Caribbean," "The Function of Imports in Our Foreign Trade," "Our South American Trade and Its Financing," "Trading with the Far East," "The Development of Scandinavian-American Trade Relations," and "Trading with the New Countries of Central Europe."

"The Farmer's Interest in Foreign Markets" is the title of Yearbook Separate No. 860 reprinted from the 1920 Yearbook of the United States Department of Agriculture. E. G. Montgomery, formerly Specialist in Foreign Markets, and C. L. Luedtke, Assistant in Marketing Information, Federal Bureau of Markets and Crop Estimates, are the joint authors of the publication.

The State Marketing Bureau, Jefferson City, Mo., has printed in leaflet form for distribution, the Missouri State Marketing Bureau Act, which was passed by the recent special session of the State Legislature and approved by the Governor, July 28, 1921.

"Successful Cooperation" is the subject of Bulletin No. 111, issued by the Bureau of Markets and Marketing, State Department of Agriculture, Lincoln, Nebr. The bulletin is an analysis of successful cooperative companies in that State.

The Arkansas Crop Report for 1920 has been published in bulletin form by the Arkansas Cooperative Crop Reporting Service, Little Rock, Ark. The statistical matter is illustrated by maps for the more important crops.

"Prices of Farm Produce and Wages of Farm Workers" is the subject of a reprint of an article by Arthur W. Ashby which appeared in the Journal of The Royal Agricultural Society of England, 16 Bedford Square, London.

"The Federal Farm Loan System in Operation" is the subject of a book just published by A. C. Wiprud, Vice-President of the Federal Land Bank of St. Paul, Minn.

M. C. Gay, Marketing Specialist, State Agricultural College, Athens, Ga., furnishes the material for a "Department of Markets" which is published regularly in the Southern Ruralist.

## NEW HAMPSHIRE'S MARKETING PROGRAM

The State Bureau of Markets, Concord, N. H., has organized its work along nine definite lines; the activities under each are as follows:

1. Market Reporting - Compiling market quotations on farm products for four cities, publishing Boston market quotations, and issuing Weekly Market Bulletin containing quotations and timely information.

2. Produce and Live Stock - Serving as a medium of exchange for farm produce and live stock, issuing an exchange, and disseminating information relative to supplies and demands.

3. Surveys and Crop Estimates - Gathering statistics on acreage and crop conditions by means of county representatives, publishing results of surveys and estimates.

4. Survey of Live Stock Industry of State - Collecting information relative to location and number of pure-bred herds and herds of dairy, beef and dual purpose breeds, locating pure bred males for horses, swine, and sheep.

5. Buying and Selling Organizations - Studying associations.

6. Standardization of Products for Marketing - Studying requirements as regards grading, and encouraging better grading and adoption of standards for products and containers.

7. Transportation - Cooperating with common carriers in the encouragement of the proper packing of produce for shipment, and cooperating with producers in obtaining service from common carriers.

8. Retail Marketing - Studying roadside marketing, making a survey of amount and methods used in the State, and promoting sound practices in roadside marketing.

9. Increasing Milk Consumption - Cooperating with producers' organizations in conducting educational, publicity and legislative campaigns in behalf of increased consumption of milk.

----O----

Frank Robotka, Marketing Specialist, State Agricultural College, Ames, Iowa, reports having assisted during a twelve months period in the organization of 25 marketing associations. Seventeen of these organizations were live-stock shipping associations, 4 cooperative elevators, and 4 cooperative dairy marketing associations. During the same period he made addresses at 37 farm bureau meetings, institutes, picnics and annual meetings of cooperative associations. He also conducted 18 live-stock marketing conferences at different points in the State which were attended by officers from shipping associations located in 36 counties. The total attendance at these conferences was 467.

----O----

Dr. R. J. McFall, Professor of Marketing, Extension Service of the Massachusetts Agricultural College, Amherst, Mass., has issued the fourth article in the series entitled "Economic Studies" which he is preparing for the use of county agents of the State.



Fourteen courses in agricultural economics are being offered this year to undergraduate students at the Massachusetts Agricultural College, Amherst, Mass. These courses are listed as follows: Agricultural Industry and Resources, Elements of Agricultural Economics, Historical and Comparative Agriculture, Cooperation in Agriculture, The Agricultural Market, Transportation of Agricultural Products, Specific Problems in Agricultural Economics, Agricultural Credit, Agricultural Statistics, Agricultural Salesmanship, Problems of Agricultural Advertising and Publicity, Seminar (Research in Agricultural Economics and History), Seminar (Agricultural Prices and Price Relationships), and Agricultural Prices, a course in research work where specific application of the preceding course is made. In addition to the foregoing, a course in Rural Law is offered to agricultural students, as well as courses in accounting which are given by the Department of Farm Management. Approximately the same number of courses are offered to graduate students, among which the following are mentioned: Land Tenure and the Acquisition of Farm Land; Agricultural Commerce, Industry and Trade, a study of trade movements and commercial activities relating to agricultural products; Specific Transportation Problems; Specific Problems in Cooperation for Economic Purposes; Current Economic Problems and Literature; Special Studies in the History of American Agriculture; and Farm Labor. The courses are being given by a staff of five under the leadership of Dr. Alexander E. Cance, head of the Department of Economics.

----O----

It is proposed by the Department of Agricultural Economics of the State Agricultural College, Ames, Iowa, to introduce market accounting in the secondary schools of the State. "It is believed that the substitution of practice sets on elevator, creamery and live stock association accounting for some of the usual commercial sets would make it possible for these schools to render a more direct service to their respective communities. It would tend to vitalize the accounting instruction and give it a broader and more direct appeal, especially to those students coming from the rural districts."

----O----

An adequate market reporting service for New York is a question to which attention will be given at the annual conference of extension workers to be held at the New York State College of Agriculture, Ithaca, N. Y., during the week of October 24. A special committee appointed to consider the extension of such a service, will submit its suggestions to the conference for action.

----O----

A. L. Jerdan, Agent in Marketing, Knoxville, Tenn., expects to devote considerable time in the near future to cotton marketing demonstrations in the western part of the State. Arrangements are being made whereby E. A. Hodson, Agent in Cotton Marketing Demonstrations in Arkansas, will assist in this work and grade the cotton which is assembled in local pools.

Burton B. Mason, Assistant in Rural Organization, Division of Extension, Pennsylvania State College, State College, Pa., recently assisted the Potter County Cooperative Potato Association in establishing an adequate business system. This association was organized a year ago to handle the marketing of the disease-free seed stock which is raised in this county, an industry which has developed rapidly within the past three years. Owing to the unfavorable market and the lack of systematic grading, only about one-third of the potatoes grown by the members last year was sold. This year, however, the association has increased its membership and has employed a full time manager and expects to market at least 75,000 bushels of potatoes. The building of frost-proof warehouses at shipping points is under consideration and it is expected that initial units to a system of warehouses will be constructed this year. The association is planning to have the shipments inspected by the State Bureau of Markets at Harrisburg, and will put forth every effort to have the potatoes come up to a high standard.

-----O-----

The State Bureau of Markets, Trenton, N. J., is assisting in the formulation of plans for the organization of the New Jersey Cooperative Fruit Growers' Association, which will have local branch associations with packing houses at shipping points. The local associations will be responsible for grading and packing and the maintenance of the integrity of the standards adopted by the parent association. All selling will be done by the State Association which will pool daily the returns from like kind and quality of fruit.

-----O-----

A survey of farm lighting systems in Missouri has been completed by the Missouri Cooperative Crop Reporting Service, Jefferson City, Mo., conducted by the State Board of Agriculture and the Federal Bureau of Markets and Crop Estimates. The data collected indicate that 9,139 farm homes are lighted by electricity and 9,384 by acetylene gas. There are 47 counties each having more than one hundred electric-lighted farm homes.

-----O-----

At the annual meeting of county, farm and home demonstration agents of Virginia, held at the Virginia Polytechnic Institute, Blacksburg, Va., in August, special emphasis was placed upon the following three points: the service side of the work, cooperative marketing associations, and problems in economics, marketing and cooperation among the farmers of the State.

-----O-----

The North Carolina Division of Markets and Rural Organization, Raleigh, N. C., is planning an exhibit for the State Fair, October 17-22, which will feature crop reporting, warehousing, and standardized packing.



The Farm Forecaster is the title of a seven-column, one-page publication issued periodically by the Cooperative Crop Reporting Service, Raleigh, N. C. The material for the publication is prepared by Frank Parker, Agricultural Statistician. The issues are often illustrated with maps showing the status at time of publication of the more important crops in the State. The issue for September 24 contains maps showing the production distribution of the following commodities: wheat, oats, rye, cotton, tobacco, soy beans, sweet potatoes, white potatoes, peanuts, and sorghum. There is also a map showing the condition of corn for the different counties. Comparative prices of the various products sold by farmers and the more important products bought by farmers are given for different periods.

----O----

Four students are enrolled for the course in research studies which is being conducted cooperatively by the School of Business of Columbia University, New York City, and the Federal Bureau of Markets and Crop Estimates, under the direction of Asher Hobson, Research Specialist in Marketing. Hilding E. Anderson, who has been teaching marketing in the Division of Agricultural Economics, University of Minnesota, was granted a year's leave of absence to take up this graduate work. Mr. Anderson will make a study of the marketing of Minnesota butter. A study of the retail cost of marketing meats as evidenced in the operation of 87 retail stores located in three States, will be conducted by another student, and the cooperative system in Denmark will be the subject of a third study.

----O----

The State Bureau of Markets, Harrisburg, Pa., keeps its branch offices informed of the character of the work being carried on in the different sections of the State and in other States of the Union, by issuing a Weekly Letter. This information sheet is published in mimeographed form each Wednesday. In addition to the news items, a certain amount of personal and humorous material is included from time to time.

----O----

The Visual Instruction Division of the Extension Service, State Agricultural College, Ames, Iowa, is assembling material for lantern slides to illustrate lectures on live stock marketing. It is proposed to prepare lecture notes to accompany the slides, which will be made available to the Iowa county agents and the high school teachers of agriculture.

----O----

V. H. Sanders, Agricultural Statistician for New England, Wakefield Mass., has been invited to confer with the Canadian Fruit Commissioner at Ottawa for the purpose of arranging for an exchange of crop and live stock information that is likely to be of value to the New England and Canadian farmers.

The North Carolina Crop Reporting Service, Raleigh, N. C., is arranging for an exhibit at the State Fair, October 17-22. It is proposed to depict a farm scene by a model 30 feet long. One end of the model will show hilly country with the crops common to such country. There will be waterfalls, a lake, trees, pastures and highways. The other end of the model will show country that is more nearly level, a railway running into a tunnel with an electric train moving from packing houses to storage and to market. It is hoped to show graphically as nearly as possible the actual conditions encountered in moving products from farm to market. There will be threads to guide the eye to legends on the wall above the model, and these will give such data as may be helpful in appreciating the exhibit.

-----O-----

Federal standards for grains are being brought to the attention of foreign buyers by means of sample sets of demonstration trays prepared by the Grain Division of the Federal Bureau of Markets and Crop Estimates. The Division is preparing 55 type trays, including five sets of comparison trays of corn and wheat, for the Argentine Government to be forwarded through the Argentine Embassy. The Liverpool (Eng.) Corn Exchange has ordered some oats type trays which will be forwarded in the near future. Special sets of trays already have been prepared and sent to the Chamber of Commerce at Marseilles, France.

-----O-----

C. A. McNabb, State Agent in Marketing, State College, N. M., has been showing the moving picture film, "Sweet Potatoes from Storehouse to Market," prepared by the Federal Bureau of Markets and Crop Estimates, to groups of sweet potato growers in several New Mexico towns. Previous to showing the picture, Mr. McNabb discussed the details of digging and handling the crop before placing it in storage, from the standpoint of marketing it to the best advantage. General discussions in which the growers participated freely sometimes followed the picture.

-----O-----

The New York City office of the State Division of Foods and Markets is substituting a mimeographed Weekly Market Summary for the printed Farmers' Market Report which was discontinued October 1. This market summary is offered to those who do not have need for a daily report and yet desire to keep in touch with the trend of markets for farm products. Quotations are given for fruits, vegetables, poultry, dressed calves, eggs, butter, cheese, hides and skins.

-----O-----

The Department of Markets, Madison, Wis., has established grades for brick cheese and Swiss cheese. The grades for each will be known as Wisconsin Fancy, Wisconsin No. 1, and Grade No. 2.



Alexis L. Clark, Chief, State Bureau of Markets, Trenton, N. J., is planning a trip through New York State and Michigan for the purpose of studying farmers' cooperative marketing associations in action. He expects to visit, among other points in New York State, Rochester, where he will note the activities of the Western New York Fruit Growers' Cooperative Packing Association. In Michigan he will visit Lansing to learn about the business methods of the federations of the live-stock shipping associations and the cooperative grain elevators. A day or two will be spent in Cadillac watching the officers of the Michigan Potato Growers' Exchange sell their produce and prorate the returns. At Benton Harbor he will study the methods used by a half dozen or more fruit-shipping associations in that vicinity.

-----O-----

L. S. Tenny, Assistant to the Chief, In Charge of the Division of Cooperative Relations, will leave Washington, October 13, for a three-weeks' trip through some of the middle western and western States where he will confer with college and State marketing officials relative to matters pertaining to marketing work in their respective States. His tentative itinerary calls for stops at the following points: Detroit and Lansing, Mich.; Chicago, Ill.; Madison, Wis.; St. Paul and Minneapolis, Minn.; Des Moines and Ames, Iowa; Lincoln, Nebr.; Denver, Colo.; Salt Lake City, Utah; Manhattan, Kan.; Jefferson City, Columbia, and St. Louis, Mo.

-----O-----

Roy C. Potts, In Charge of the Division of Dairy and Poultry Products, Federal Bureau of Markets and Crop Estimates, is assisting officers of milk producers' associations and officials of State Agricultural Colleges and State Departments of Markets in Missouri, Oklahoma, Texas, and Arkansas in solving some of their problems in the marketing of dairy products. Before returning to Washington, he will address the meeting of the Iowa Creamery Managers' Association, Cedar Rapids, Iowa.

-----O-----

The Bureau of Markets, Atlanta, Ga., has employed Mr. Bridges, formerly Manager of the Farmers' Cooperative Elevator, Dublin, Ga., to give particular attention to marketing the corn crop of the State, this year. Mr. Bridges recently visited the Atlanta office of the Grain Division of the Federal Bureau of Markets and Crop Estimates, to study the grades of corn.

-----O-----

Frank P. Washburn, Commissioner of Agriculture, Augusta, Me., is in Washington this week conferring with the specialists of the Federal Bureau of Markets and Crop Estimates, relative to problems arising in inspection, warehousing and grades and standards.

-----O-----

R. H. ELSWORTH,  
Acting in Charge,  
Division of Cooperative Relations.

# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

---

October 19, 1921.

Number 32.

## EXTENSION SCHOOL IN FRUIT MARKETING

The Division of Extension, College of Agriculture, Morgantown, W. Va., has been holding for the past two months a series of one-week extension schools at the Demonstration Packing house at Inwood, W. Va., which is operated under the supervision of the Extension Division. The first day is devoted to general observation and study of the plant and its construction, also how the fruit is received from the orchards, stacked, graded, sized, packed and stored. A study of barrel construction, and the storage, stacking, nailing, stenciling, and heading of the barrels are observed during the second day. The third day is devoted to observing the grading of fruit. The technique of packing the fruit which includes instruction in facing, racking, and ringtailing is studied on the fourth day. Box and carton packing for fancy trade is demonstrated. On the fifth day a study of warehouse management is made. In conducting a cooperative plant, the management of the wareroom presents a number of problems such as keeping the different grades and varieties of fruit separate, preparatory to shipment. This, together with demonstrations of loading cars with both barreled and bulk fruit is given careful consideration. The sixth day is called "Field Day". Trips to some of the large orchards in the near vicinity, and to canning, evaporating, and cold storage plants are made.

-----0-----

Short courses for managers of live-stock shipping associations are being held four days this week at different points in Iowa by the Division of Extension, State College of Agriculture and Mechanic Arts, Ames, Iowa. Frank Robotka, Field Agent in Marketing, will assist in this work by explaining the new accounting forms recently devised for cooperative organizations and recommended by a committee of State marketing men after several conferences.

-----0-----

This year, the State College of Agriculture, Ithaca, N. Y., is offering for the first time a course in cooperative marketing. The course will give the principles underlying the cooperative selling of farm products, and will include a study of various existing cooperative enterprises. The working of the State law governing farmers' cooperative organizations also will be studied.



## PUBLICATIONS OF INTEREST TO MARKETING MEN

"State Bureaus of Markets, Including Divisions and Other Agencies Doing Marketing Work," is the title of Service and Regulatory Announcements (Markets) No. 70, just issued by the Federal Bureau of Markets and Crop Estimates. The bulletin, prepared by the Division of Cooperative Relations, gives an outline of "the present status of the marketing work carried on by the State bureaus of markets or by the State departments of agriculture or by divisions or bureaus created by legislative action or executive authority to do marketing work." The outline of these different State marketing agencies includes the official title of such agency, the legal or executive authority governing its creation, a brief synopsis of the various lines of work undertaken, the appropriation made for carrying on the work, the name and title of the official in charge, and the periodical publications issued. Copies are available for the use of those engaged in marketing work.

"Rural Organization" is the subject to which the new book by Walter Burr, Professor of Sociology (formerly Director of Rural Service) Kansas State Agricultural College, Manhattan, Kans., is devoted. The book is in three parts. Part I treats of the general principles, organization, and institutions. Part II is devoted to community economic functions, including farm production, marketing, securing supplies, finance, communication, and transportation. Part III deals with community social functions.

The Proceedings of the Third National Country Life Conference held at Springfield, Mass., 1920, has been published for the American Country Life Association by the University of Chicago Press. Dr. Charles J. Galpin, In Charge of Rural Life Studies, Federal Office of Farm Management and Farm Economics, is Executive Secretary of the Association.

"Marketing Meat Hogs" and "Marketing Breeding Hogs" are the titles of two subdivisions in Bulletin No. 68, entitled "A Unit Course in Swine Husbandry" issued by the Federal Board of Vocational Education. The bulletin was prepared by C. H. Schopmeyer, Assistant in Agricultural Instruction, States Relations Service, United States Department of Agriculture.

"Exporting to the World" is the title of a book by A. S. Preciado, formerly Director of the United States Government Committee in the Republic of Chile. The book is a manual of practical export for all who are interested or engaged in foreign trade. This book is published by the James A. McCann Company, New York City.

"Export Packing," a book containing approximately 700 pages and illustrated with numerous photographs, was written by C. C. Martin as a guide to the methods employed by successful shippers. The Johnston Export Publishing Company, New York City, are the publishers.

"Principles of Wool Combing" is the subject of a book written by Howard Priestman, Research Lecturer to the University of Leeds. This is the second edition of the book which the author has revised and enlarged. G. Bell and Sons, London, are the publishers.

## A COMPREHENSIVE MARKETING PROGRAM IN VIRGINIA

Five lines of work are being conducted by the State Division of Markets, Richmond, Va. These activities are as follows:

(1) Market news and exchange service. This service consists of the collection and distribution of information regarding supply, demand and movement of products to market, and in the compiling and publishing of "for sale" and "wanted" lists.

(2) Marketing wool through pools. Assistance is given in the organization of wool producers for collective bargaining. Plans of organization adapted to local needs are furnished and the wool producers urged to grade their wool and properly prepare it for market. Wool graders are provided to conduct demonstrations.

(3) Cooperative marketing of live stock. A live-stock marketing specialist assists farmers to organize for the marketing of their live stock in order to take advantage of economies of large scale operations. Short courses in grading, shipping and accounting are held.

(4) Facilitating and speeding transportation. The purpose of this line of work is to bring about better facilities for transporting agricultural products. Suggestions are made relative to careful and speedy methods for handling live stock, fruits and vegetables. Much of the work is done in cooperation with the transportation companies.

(5) Promotion of standard grades for fruits and vegetables and proper handling of the same. Growers are being urged to adopt the standards for fruits and vegetables recommended by the Federal Bureau of Markets and Crop Estimates, also to adopt standard containers. Demonstrations in picking, grading, packing and loading are given. Assistance is offered to growers desiring to organize for the purpose of mobilizing their purchasing and selling power. It is expected that the growers will receive larger returns because of the better graded and packed produce sent to market as a direct result of this field work.

----0----

At the short course in cotton grading held during the past summer at the Oklahoma Agricultural and Mechanical College, Stillwater, Okla., the fifty students registering for the course stated that their occupations were as follows: regular college students, 16; farmers, 14; teachers, 6; gin managers, 3; cotton buyers, 2; bookkeepers, 2; clerk in cotton business, 1; barber, 1; pharmacist, 1; real estate agent, 1; blacksmith, 1; grocer, 1; and oil field laborer, 1.

----0----

Publication of the Market News and Exchange Bulletin, issued by the State Bureau of Markets and Marketing, Columbus, Ohio, has been resumed after a suspension which extended over several months. The publication under the new Chief, George U. Marvin, is similar in make-up and in general character of contents to previous issues.



Grain market information based upon the daily reports of the Federal Bureau of Markets and Crop Estimates will be sent out soon by wireless telephone from Kansas City by means of a high-power transmitter now being installed by a radio company at its headquarters. The sending-instruments will be powerful enough to cover an area with a radius of more than 500 miles. This means that any farmer or buyer of grain within the territory covered will need to provide himself only with a receiving outfit in order to "listen in" on the reports. Already grain dealers in the States of Kansas, Nebraska, and Oklahoma have evinced great interest in the promised service. As soon as the transmitting set is installed, the radio company will commence the installation of two hundred receiving outfits.

---O---

A recent report from the State Bureau of Markets and Marketing, Lincoln, Nebr., regarding the market news service recently inaugurated there, indicates that more than two hundred weekly newspapers in the State are being furnished, through the agency of the Western Newspaper Union, with copies of the weekly market news letter prepared by the bureau. In addition to these more than fifty weekly papers not served by the Union are receiving mimeographed copies of this weekly summary of market conditions. A few semi-weekly papers in the western part of the State also are supplied with this information.

---O---

L. A. Carlisle, Agent in Marketing, Bureau of Markets, Concord, N. H., in the October 12 issue of the Weekly Market Bulletin, published by that bureau, reminds the farmers and fruit growers of New Hampshire of the State law enacted in 1917 relative to grading and packing of apples offered for sale in closed packages within or without the State. The law defines the standard barrel and box in which apples are packed and also defines the standard grades. The method of marking the package is likewise explained.

---O---

The field staff of the Federal Bureau of Markets and Crop Estimates stationed at Grand Forks, N. D., and charged with the task of making collections in connection with the money loaned the farmers last spring for purchasing seed, has been increased by the assignment of two men from the Washington office of the bureau to conduct field investigations in the cases where there is unusual slowness in making repayment.

---O---

B. A. Wallace, who for the past three years has been teaching principles of economics at the University of Minnesota, is now doing extension work in marketing with the Extension Service of Ohio State University, Columbus, Ohio.

The Washington staff of the Federal Bureau of Markets and Crop Estimates has had several opportunities during the past two weeks to hear addresses on economic topics. G. Harold Powell, formerly with the Bureau of Plant Industry and now General Manager of the California Fruit Growers' Exchange, gave a talk on "Cooperation in the Distribution of Farm Products." "The Present Agricultural Situation in Texas" was the subject discussed by Dr. William B. Bizzell, President of the Agricultural and Mechanical College of Texas, before a group of agricultural workers. Dr. Richard T. Ely, Head of the Division of Economics of the University of Wisconsin, gave an informal talk to a small group of the bureau's scientific force upon the subject of "Taxation of Land." At a larger gathering held the following day, Dr. Ely discussed "Economics in Its Relation to Education and Legislation for the Improvement of Individual and National Welfare."

-----0-----

The object of the Wisconsin Markets Exposition, which will be held in Milwaukee, December 5-10, under the direction of the Department of Markets, Madison, Wis., in connection with the Wisconsin Potato Exposition and the Wisconsin Implement Dealers' Association, is to acquaint the people of the State with the benefits to be derived from the establishment of grades and brands for Wisconsin farm products. Representative samples of graded farm produce from every section of the State will be exhibited by cooperative and independent shippers. This is the first attempt in the history of the State to afford buyers an opportunity to purchase their supplies from State inspected stock. All kinds of containers for farm products and farm supplies will be exhibited also.

-----0-----

The State Division of Markets, Boston, Mass., is planning to conduct investigations relative to the cost of distributing potatoes and apples. These studies will be in addition to the study which has been under way for four months regarding the cost of marketing the onion crop of the Connecticut Valley. Approximately \$5500 is being used by the State Division in these investigations which are being conducted under the leadership of W. A. Schoenfeld, who is completing his two-year course in the School of Business Administration of Harvard University.

-----0-----

J. H. Meek, Director, State Division of Markets, Richmond, Va., has prepared a budget which calls for \$37,950 for each of the years making up the biennial period beginning March 1, 1922.

-----0-----

A total of 14,640 samples of seed were analyzed under the Illinois pure seed law during the 1920-21 season. Of this number, 1,474 samples were found to contain seeds of noxious weeds.



The State Bureau of Markets, Atlanta, Ga., "takes the position that the world needs every pound of farm products produced this year, and that if such products are properly presented to the markets there will be no losses because of a lack of buyers. The bureau stresses the point that there is always an eager demand for first-class products, and urges farmers and merchants to realize the importance of the appearance of their products when presented to the consumer." The bureau announces that it has employed trained salesmen and has established contacts in Chicago, Detroit, Toledo, Cleveland, Pittsburgh and other northern cities for the marketing of sweet potatoes. This service is being furnished to the farmers without charge.

Miss Lorian P. Jefferson, Research Assistant in Agricultural Economics, Massachusetts Agricultural College, Amherst, Mass., is making a study of a cooperative marketing plan worked out by a truck grower near Fitchburg, Mass. This grower realizing the disadvantages of competition, arranged with his neighbors that they produce high grade products and that he act as their agent in the marketing of the same. Miss Jefferson will study this method of cooperative marketing determining so far as possible whether or not it is a type of cooperation that might be recommended to growers in other sections.

The service department of the State Division of Markets, Richmond, Va., during the past year has compiled and distributed to interested persons several special lists, also circulars containing valuable information. Among these have been, "Cooperative Agricultural Business Organizations," "Soy Bean and Cow Pea Growers," and "Suggestions and Points of Live Stock Shipping." The Division has received many requests for material of this character.

M. Hull, Sweet Potato Specialist, Extension Division, Louisiana State University, Baton Rouge, La., has prepared a poster setting forth the three important factors which enter into the handling of a crop of sweet potatoes, namely, harvesting, grading and curing. Mr. Hull designed the poster with the idea that a copy be tacked on the door of every sweet potato storage house in Louisiana.

The Weekly Market Bulletin issued by the State Division of Markets, Concord, N. H., in its issue for October 5, contains an article giving an account of the development of the first community roadside market in the State. This market was the result of the activity of the Epsom Community Club, located at Epsom on the "cross state road" from Concord to Dover. The article describes the operation of the market.

Among those who have accepted invitations to take part in the annual meeting of the National Association of State Marketing Officials to be held at the Auditorium Hotel, Chicago, Ill., November 28 and 29, are the following: Dr. H. C. Taylor, Chief, Federal Bureau of Markets and Crop Estimates; Leon Estabrook, Associate Chief, Federal Bureau; Dr. E. H. Porter, Commissioner, New York State Division of Foods and Markets; C. H. Gustafson, President, U. S. Grain Growers' Inc.; R. E. Phillips, Secretary, International Apple Shippers' Association; F. W. Read, in Charge, Standardization and Inspection, California Department of Agriculture; H. H. Jones, Director, New York City office of the State Division of Foods and Markets; H. W. Samson, Specialist in Standardization, Federal Bureau of Markets and Crop Estimates.

-----0-----

Johannes Nielson-Lange has been appointed by the Federal Bureau of Markets and Crop Estimates as Research Agent in Marketing, with headquarters at New York City. Mr. Nielson-Lange, a graduate of the Royal Academy of Agriculture, Copenhagen, Denmark, is taking the graduate course in research studies which is being conducted cooperatively by the School of Business of Columbia University and the Federal Bureau of Markets and Crop Estimates. The marketing of Danish butter through producers' and consumers' cooperative associations is the subject to which he will give his attention.

-----0-----

Dr. Alexander E. Cance, Head of the Department of Agricultural Economics, Massachusetts Agricultural College, Amherst, Mass., visited the Washington office of the Federal Bureau of Markets and Crop Estimates October 13, for the purpose of conferring with the Chief of the bureau and with division leaders. Dr. Cance reported that marketing work in Massachusetts is constantly receiving more attention and that plans are being made to take up new studies of problems of interest to agricultural workers, and of vital importance to producers of agricultural products.

-----0-----

G. T. Willingmyre, Specialist in Marketing Wool, Federal Bureau of Markets and Crop Estimates, is making an investigation in New York, Ohio, Indiana, and Maryland, relative to the quantity of wool of the various classes and grades required to manufacture a definite quantity of the different standard fabrics.

-----0-----

The Division of Markets and Rural Organization, Raleigh, N. C., announces that the Farmers' Market Bulletin, the publishing of which has been suspended since last June on account of shortage of funds, will reappear in the near future.



The October issue of the Vermont Creamery and Market News Letter, Montpelier, Vt., contains a short item entitled, "Locating New Markets for Milk" which is in the nature of a word of warning to managers of country creameries. It appears that during the spring and summer months the managers of some of the cooperative factories in their eagerness to locate additional markets for whole milk made connections with dealers whose financial responsibility they did not take the trouble to investigate. The editor of the News Letter in commenting upon the experiences says, "It behooves every creamery manager who is seeking new outlets for milk or other dairy products to ascertain as nearly as possible the financial standing of the dealers with whom he expects to do business."

----O----

E. G. Boerner, In Charge of Grain Investigations, Federal Bureau of Markets and Crop Estimates, is on a trip through the grain producing sections of the North Central States. He will stop at Toledo, Chicago, Milwaukee, Minneapolis, Duluth, Fargo, Omaha, Kansas City, and St. Louis, at which points he will confer with grain inspectors, members of the trade, and State officials. Among other things he will arrange for investigations for the collection of information needed in the studies preparatory to the establishment of standard grades for flax.

----O----

C. V. Whalin, Investigator in Marketing Live Stock and Meats, Federal Bureau of Markets and Crop Estimates, is making a trip to Chicago, Ill.; Madison, Wis.; Kansas City, Mo.; Kansas City, Kans.; Omaha, Nebr.; Denver, Colo.; and Salt Lake City, Utah; for the purpose of conferring with State and Federal marketing officials relative to market reports on live stock and meats, and the methods used in marketing live stock.

----O----

James R. Duncan, who for the past month has been taking the fruit and vegetable inspector's training at the Chicago office of the Federal Bureau of Markets and Crop Estimates, will be assigned to work in Colorado in connection with the inspection service conducted by the State Division of Marketing, Fort Collins, Colo.

----O----

F. A. Gist, Agricultural Statistician, Montgomery, Ala., who has been cooperating with the teachers of agriculture in the schools of the State in the matter of conducting courses in crop reporting, advises that such courses are being given in twelve schools with a total enrollment of 170 students.

----O----

R. H. ELSWORTH,  
Acting in Charge,  
Division of Cooperative Relations.

## MARKETING ACTIVITIES



CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

October 26, 1921.

Number 33.

AN EXTENSION SPECIALIST FOR RADIO DEVELOPMENT

A radio expert has been employed by the College of Engineering of Cornell University, Ithaca, N. Y., who will act as an extension agent to look after the radio service of rural communities such as assisting amateur operators in clearing up trouble, and tuning sets. Many nearby amateur operators have expressed an interest in receiving the Federal market reports from Washington and have requested assistance and instruction from the College of Engineering. It is proposed by those in charge of the radio work at the College, after these operators have been organized, to transmit a brief schedule each day covering such items as may be given without encroaching upon the activities of the State Division of Foods and Markets. A local newspaper in Ithaca has requested copies of the daily market reports "picked up" by the wireless receiving outfit at the College.

-----0-----

The need for careful grading of potatoes is made apparent by the report of an inspector in Pennsylvania who states that one car of potatoes recently shipped by a local producer contained fine round white potatoes which would have met the U. S. Grade No. 1, and an assortment of inferior stock averaging the size of hickory nuts. The dealer selling the carload expressed the opinion that had the potatoes been properly graded, the superior stock in the car would have brought a premium of 15 to 25 cents a hundred pounds over any other stock in the yard. The desirability of planting one variety of potatoes and grading the crop according to the United States grades, is being stressed by the Pennsylvania Bureau of Markets in its effort to assist the growers of the State in finding better outlets for their produce.

-----0-----

The cooperative method of shipping live stock has passed the experimental stage in Arkansas, according to a statement made by T. Roy Reid, Live Stock Specialist for the Extension Division of the State College of Agriculture, Little Rock, Ark. Cooperative shipments of live stock have been made from 41 counties and an average saving of \$241 made on each car shipped. This saving is estimated from the net returns on each car and the highest price offered on the local market on the day of sale. From six to thirty farmers have cooperated in each of the six hundred or more cars of cattle and hogs that have been shipped by the cooperative plan.



## PUBLICATIONS OF INTEREST TO MARKETING MEN

"Preliminary Manufacturing Tests of the Official Cotton Standards of the United States for Color for Upland Tinged and Stained Cotton" is the subject treated in United States Department of Agriculture Bulletin No. 990. The joint authors of the bulletin are W. R. Meadows, Cotton Technologist, and W. G. Blair, Specialist in Cotton Testing, Federal Bureau of Markets and Crop Estimates.

"Marketing Hay Through Terminal Markets" is the subject of Bulletin No. 979, just published by the United States Department of Agriculture. G. A. Collier, Investigator in Hay Marketing, and H. B. McClure, Specialist in Hay Marketing, Federal Bureau of Markets and Crop Estimates, are the joint authors.

The United States Department of Commerce has issued a summary of the "Foreign Commerce and Navigation of the United States for the Calendar Year, 1920." The book may be purchased from the Superintendent of Documents, Government Printing Office, Washington, D. C., for \$1.25.

The 1921 Directory of Agricultural Organizations, prepared by the United States Department of Agriculture, and now in press, is illustrated by a series of maps showing the location of the locals for the Grange, Equity, Gleaners, Farmers' Union, Farm Bureau and Farmers' Clubs.

"American Foreign Trade," a book by William F. Notz and Richard S. Harvey, describes fully and clearly the meaning, application and practical influence of legislation passed by Congress to aid foreign trade. The Bobbs-Merrill Company, Indianapolis, Ind., are the publishers.

"Agricultural Economics" is the title of a book recently published by James E. Boyle, Professor of Rural Economics, New York State College of Agriculture, Ithaca, N. Y.

---O---

A study of the cost of marketing live stock which will deal with the subject from both a national and regional standpoint, is to be undertaken by the Federal Bureau of Markets and Crop Estimates in cooperation with various State or College marketing agencies. Dr. H. E. Erdman, Specialist in Cost Accounting, Federal Bureau, is now making a trip through the States of Ohio, Indiana, Wisconsin, Illinois, Missouri, Kansas, Nebraska, and Kentucky, discussing plans for conducting the studies.

---O---

A set of the tentative wool grades of the Federal Bureau of Markets and Crop Estimates is being prepared for the Ministry of Agriculture of the Czechoslovakian Republic in response to a request from its agricultural attache located in Washington.

## A BUSY YEAR IN VIRGINIA

J. H. Meek, Director, State Division of Markets, Richmond, Va., in his annual report for the year ending September 30, 1921, gives the following statistical information regarding the work accomplished: Personal letters written, 4,217; circular letters prepared, 133; copies of circular letters issued, 38,781; articles prepared for newspapers, 38; lists sent out, 884; miles traveled on railroad, 24,575; miles traveled by automobile, 1,179; meetings attended, 78; attendance at meetings, 8,779, conferences attended, 94.

Assistance was given in the organization of ten cooperative live-stock shipping associations with membership in fourteen counties. Because of these associations, it is estimated that producers have received approximately fifteen thousand dollars more than otherwise would have been the case.

Approximately three hundred thousand pounds of wool from eighteen counties were assembled at fourteen points and graded according to the tentative grades proposed by the Federal Bureau of Markets and Crop Estimates.

"For Sale and Want" listings for 1,213 persons were published in the Monthly Bulletin issued by the State Department of Agriculture. A questionnaire sent to these persons brought back 531 replies from which it is estimated that the value of this service for the year was \$12,747.07.

-----O-----

The Colorado Division of Marketing, Fort Collins, Colo., now has about fifty food products inspectors stationed in various parts of the State issuing certificates based upon the inspections made. Three supervising inspectors, with the assistance of E. W. Stillwell, Investigator in Marketing, Federal Bureau of Markets and Crop Estimates, are endeavoring to develop an efficient shipping-point inspection service by coordinating the State and Federal methods. The standardization of fruits and vegetables entering into interstate commerce also is being encouraged.

-----O-----

The South Dakota Department of Agriculture, Pierre, S. D., is making plans to interest amateur radio operators in the State in receiving the market news reports sent out by the Federal Bureau of Markets and Crop Estimates from different stations in the country. Already amateur operators in several towns are arranging to receive the reports.

-----O-----

The State Bureau of Markets, Atlanta, Ga., states that the campaign which it has been waging for the past four years for better grades and standards for agricultural products is showing creditable results. The Bureau is assisting the farmers of the State in finding markets for produce that has been put in merchantable condition.



### SWEET POTATO EXTENSION CAMPAIGN

An extension campaign lasting eight weeks and dealing with the problems connected with the grading, storing and shipping of sweet potatoes was conducted in Mississippi during the latter part of the summer. A. W. McKay, Specialist in Marketing Sweet Potatoes, Federal Bureau of Markets and Crop Estimates, visited 38 towns in 26 counties holding conferences with county agents, farmers and business men. He set forth in simple terms the principles underlying the grading and curing of the sweet potato. He learned of fifteen instances where storage houses are in process of erection or plans are being prepared for houses to be erected in the near future. He was able to give considerable helpful advice regarding the type of building best suited for this purpose. These fifteen storage houses, when completed, will have a combined storage capacity for 78,000 bushels. Mr. McKay discovered that the existing storage houses in Mississippi will not provide storage space for more than one per cent of the potatoes produced in the State and that each year a large fraction of the remaining 99 per cent is lost because of decay occurring between the time of harvesting and the time when needed for consumption. Mr. McKay instructed as many county agents as possible in the methods to be used in developing sound county programs for the better handling and storing of sweet potatoes.

-----O-----

The State wool pool, promoted by the State Division of Markets, Richmond, Va., has just shipped six carloads of wool from its warehouse at Alexandria. This wool, which was assembled during the summer and fall, was graded according to the tentative grades recommended by the Federal Bureau of Markets and Crop Estimates. A professional wool salesman was employed to dispose of the entire pool. As a result of the fact that the wool was graded and that the salesman knew of buyers likely to be interested in the different grades, the wool was sold at prices which were sufficiently high to pay all the expenses connected with the assembling, grading, and selling, including a commission of one-half cent a pound to the salesman, and to give the wool growers from two to three cents a pound more than the average price received by Virginia farmers. J. H. Meek, Director, Virginia Division of Markets, who has been assisting the farmers with this pool, states that the average net price to the wool growers is twenty cents a pound.

-----O-----

Both the Extension Division of the State College of Agriculture, Athens, Ga., and the Southern Railway Company, have ordered copies of the motion picture film, "Sweet Potatoes from Storehouse to Market," prepared by the Federal Bureau of Markets and Crop Estimates. These copies will be used during the coming winter in educational work in the sweet potato producing sections. Several weeks ago a copy of this film was purchased by the Markets Division of the Alabama Agricultural and Industries Department, Montgomery, Ala., and is now being used in that State in teaching better methods of handling sweet potatoes.

The College of Agriculture, University of Maine, Orono, Me., offers, through its Department of Farm Management, three courses more or less directly connected with agricultural economics. These courses, which are required of all agricultural students, are as follows: Farm Accounting, History and Economics of Agriculture, and Farm Management. The Department of Economics has the following courses that may be elected by agricultural students: Elementary Principles of Economics, a course designed especially for students of agriculture; a course in Accounting, Geography, and Industry, relating primarily to agriculture; Money and Banking; Transportation; and Business Law.

-----0-----

Porter R. Taylor, Acting Director, and G. A. Stuart, Grain Standardization Specialist, State Bureau of Markets, Harrisburg, Pa., are in Washington this week consulting with the grain specialists of the Federal Bureau of Markets and Crop Estimates regarding the development of a comprehensive program for the marketing of grain produced in Pennsylvania. The State Bureau officials propose to conduct a campaign next season against garlic and other noxious weeds that cause so much trouble in the marketing of small grain in the State. An effort also will be made to have wheat purchased according to grade.

-----0-----

The number of Community Cotton Market Demonstrations being conducted in Mississippi has increased from two to five. These demonstrations are carried on cooperatively by local associations, the State Extension Division, and the Federal Bureau of Markets and Crop Estimates. In the case of each demonstration, a cotton classer is employed who, in addition to classing the bales of cotton of the members, interprets marketing conditions to the growers.

-----0-----

The carlot inspections of Spanish onions made by the food products inspectors of the Federal Bureau of Markets and Crop Estimates reveal the presence of diseases peculiar to the crop. In order that a study and an analysis of these diseases may be made and suggestions offered relative to their control, samples of the diseased onions are being collected and sent to the plant pathologists of the United States Department of Agriculture for examination.

-----0-----

The October 1 issue of the Extension Service Farm News, published by the Agricultural and Mechanical College, College Station, Tex., contains an article prepared by T. O. Walton, Director of Extension, regarding the cotton situation. Considerable information relative to carry-over, annual demand, and the 1921 production of cotton is given.



As a feature of his course in marketing, H. E. Babcock, Professor of Marketing, State College of Agriculture, Ithaca, N. Y., proposes to have the members of the class learn the principles involved in forming a cooperative marketing association, by organizing themselves into a mock live-stock shipping association. Two class periods will be devoted to this phase of the study. At the first session a temporary organization will be set up with a chairman and secretary. The questions of capitalization, advisability of growers' contract, and the kind of management needed will be decided. Articles of association will be executed after consideration has been given to the advantages and disadvantages of incorporating under the several existing laws. Committees on by-laws, contract, and publicity will be appointed and requested to submit their reports for discussion and adoption at the second class meeting.

----O----

W. M. Allen, Poultry Extension Specialist, State College of Agriculture and Mechanic Arts, New Brunswick, N. J., reports that he has been assisting the New Jersey poultrymen recently in the marketing of eggs. According to the plans which have been worked out, large quantities of eggs are sold on the New York City market before they are twenty-four hours old. The eggs are collected from the nests each afternoon and transported during the night by trucks or trains to New York City where they are disposed of in the early morning hours at fancy prices to customers desiring a very high grade article.

----O----

The first set of the lantern slides dealing with the subject, "The Marketing of Swine," prepared by the United States Department of Agriculture for use in educational institutions and by county agents, has been forwarded to the School of Business, Columbia University, New York City, for use in the courses being given in marketing. The set is Section 5 of a complete set of over two hundred slides dealing with the swine industry in all of its different phases.

----O----

The live-stock dealers in San Francisco, Calif., are finding the Federal live-stock market reports sent from the radio station at Elko, Nev., of value to them, and arrangements are being made by a local radio station in San Francisco to receive and disseminate these reports regularly to persons interested.

----O----

The Connecticut Market Bulletin for October 17 gives the New England crop report on potatoes and apples as prepared by V. A. Sanders, Agricultural Statistician. The report includes information relative to the commercial apple crop of Canada, these data having been obtained from Canadian sources.

Charles D. Bohannon has been appointed as Associate Economist in Marketing by the Federal Bureau of Markets and Crop Estimates, to assist in studying and analyzing the data collected by the Bureau in connection with various investigations, and in preparing the material for publication. Mr. Bohannon graduated from the University of Nebraska with an A.B. degree. He has had graduate work at the University of Wisconsin, Cornell University and Ohio State University. He was Associate Professor of Agricultural Economics and Acting Head of the Department of Agricultural Economics and the Agricultural Experiment Station of the University of Kentucky for three years. As Research Assistant in Marketing with the former Office of Farm Markets, Pullman, Wash., he made a study of the marketing of dairy products, particularly the marketing of milk through the condenseries of the State.

----O----

George R. Boomer, Agent in Marketing, Lincoln, Nebr., has been devoting the major portion of his time to extension work, trying to fulfil the numerous demands of the county agents for marketing information. Recently he has been assisting egg producers. The formation of egg circles has been encouraged, and already three circles are operating in Douglas County. The shipping of the white eggs to the New York City market is being considered as a possible solution of the problem of finding adequate markets for eggs.

----O----

Shipping-point inspection service on potatoes will be started in Maine, November 1, under the direction of the State Division of Markets, Augusta, Me. Two inspectors were appointed recently by the Division and have been taking the inspectors' training at the Boston office of the Federal Bureau of Markets and Crop Estimates. The State Division has made announcement of this new service through the newspapers of the State and the trade journals throughout the East, and to the potato shippers direct.

----O----

R. W. Green, formerly Assistant in Market Information, Federal Bureau of Markets and Crop Estimates, and now Agricultural Editor with the North Carolina Extension Service, Raleigh, N. C., has contributed a short article to the October 1 issue of the Progressive Farmer regarding the progress of the tobacco and cotton organization campaigns which are being conducted in North Carolina.

----O----

Robert Bier, Investigator in Marketing, Federal Bureau of Markets and Crop Estimates, recently assisted the New York State marketing officials and officers of the Empire State Potato Exchange, in working out a plan for the inauguration of a shipping-point inspection service on potatoes based on the United States grades.



A. V. Swarthout, Investigator in Market Business Practice, Federal Bureau of Markets and Crop Estimates, is now on a trip to Illinois, Iowa, Minnesota, and Michigan for the purpose of discussing with marketing specialists of the agricultural colleges in these States the different types of accounting systems being used by cooperative live-stock shipping associations.

-----O-----

H. C. Filley, Head of the Department of Rural Economics, College of Agriculture of the University of Nebraska, Lincoln, Nebr., has nearly completed the phase of his study showing the relationship between price and production. He now proposes to show by graphic presentation the purchasing power of Nebraska products.

-----O-----

Robert Bier, Investigator in Marketing, Federal Bureau of Markets and Crop Estimates, is in Michigan this week conferring with State and College officials regarding the progress being made in the adoption of standard grades for vegetables. Next week he will conduct similar investigations in Illinois.

-----O-----

A tentative list of the State Marketing periodicals issued by the various State marketing agencies, has been revised to October 1, 1921, by the Division of Cooperative Relations, Federal Bureau of Markets and Crop Estimates. Copies are available for distribution.

-----O-----

The United States potato grades are being promulgated officially by the following fourteen States: Colorado, Idaho, Minnesota, Nebraska, New Jersey, New York, North Carolina, Ohio, Oklahoma, Oregon, Texas, Utah, Washington and Wisconsin.

-----O-----

Dr. H. C. Taylor, Chief, Federal Bureau of Markets and Crop Estimates, has accepted an invitation to address one of the sessions of the Association of Land Grant Colleges to be held in New Orleans, La., November 8-12.

-----O-----

Turner Wright, formerly Agent in Marketing, Little Rock, Ark., has accepted the position of Manager of the Arkansas Sweet Potato Growers' Exchange. Mr. Wright's headquarters will continue to be in Little Rock.

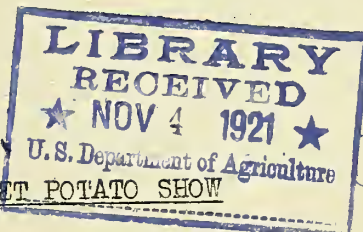
-----O-----

R. H. ELSWORTH,  
Acting in Charge,  
Division of Cooperative Relations.

# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

November 2, 1921.



Number 34.

## PLANNING FOR A SWEET POTATO SHOW

J. H. Tull, Superintendent of City Markets, Court House, Memphis, Tenn., is making arrangements for a sweet-potato show and meeting to be held in Memphis two days the early part of January, 1922. Exhibits of sweet potatoes grown in Tennessee, Arkansas, and Mississippi and graded according to the recommended United States grades, will be on display and premiums awarded for the best entries. There also will be exhibits of sweet potato by-products, and standard packages and containers used in shipping this commodity.

A program is being arranged which will include discussions and addresses on various phases of the sweet potato industry. Marketing representatives from the three States and from the Federal Bureau of Markets and Crop Estimates have been requested to participate in the program. It is proposed to show the sweet potato motion picture film, prepared by the United States Department of Agriculture, at one session. According to tentative plans, one afternoon will be devoted to visiting and inspecting sweet-potato storage houses in the near vicinity of Memphis.

-----0-----

The special committee appointed to consider the question of an adequate market reporting system for New York State, submitted its recommendations at the annual meeting of extension workers held at the State College of Agriculture, Ithaca, N. Y., during the week of October 24. It was proposed to have a market reporting committee of three in each county of the State to work with the county agents in making suggestions and offering criticisms of the market reporting service every week. It was agreed to take up in the different counties this winter, at one of the county meetings, the question of ways in which the market reports can be utilized more effectively by farmers. Herschel Jones, Director of the New York City office of the State Division of Foods and Markets, and H. E. Babcock, Professor of Marketing, State College of Agriculture, are planning to assist in this line of work by preparing a simple description of methods of using market quotations from the large markets and figuring a differential that can be applied in determining the relative shipping-point price.

-----0-----



## AN ANALYSIS OF MARKETING PROBLEMS AND PLAN OF WORK

"An Analysis of the Problems of Marketing of Agricultural Commodities in Massachusetts" has been prepared by Dr. R. J. McFall, Professor of Marketing, Extension Service, Massachusetts Agricultural College, Amherst, Mass.

Dr. McFall begins his analysis by pointing out that the problems connected with the marketing of agricultural products are of two general types, administrative and educational. Regarding the administrative method he says that where society has found it necessary to lay down 'rules of the game' the administrative agencies have assumed charge of the enforcement of the rules and have made suggestions for new laws. Furthermore that the control and disbursement of public funds usually has been assumed by administrative functionaries.

Attention is called to the fact that while research belongs primarily in the educational field, it cannot be kept entirely separate from administrative matters. Research work "can never be clearly divorced from any of the practical forms of field work...." Research as an educational method for dealing with marketing problems is stressed by Dr. McFall. He says, "Those who teach are handicapped for lack of knowledge.... Research must be study in the practical field with all working conditions."

According to Dr. McFall, "The function of the extension service is to make the known information regarding the principles of marketing available to others than resident students who are in need of this information and to guide such interested parties toward working out a solution of their own marketing problems. To this end the extension specialist must assemble and present the knowledge of marketing."

Two aims are given for the resident teaching method for dealing with marketing problems. One is to supply the type of instruction which makes for general education, the other, the type of instruction demanded by strictly vocational students.

It is suggested that educational institutions giving courses in marketing should provide special libraries, seminar rooms, etc. It also is urged that there "be developed an organized system of cooperation with farmers' organizations, business concerns, and public agencies employing men requiring such training. This cooperative system should provide opportunity for the students to join practical experience" with their book studies.

A careful tabular analysis from the educational standpoint is made of the functions of marketing as related to the food and agricultural problems of Massachusetts. The matter is considered under eighty headings and subheadings. Suggestions and comments regarding research work, extension work and resident teaching are made for most of the headings. These comments seem to indicate what might be reasonably expected of the different departments of the college in giving consideration to the eighty headings and subheadings.

The fifteen main headings are as follows: (1) Producing What the Best Available Market Wants, (2) Acquisition of Farm Supplies, (3) Development of Markets, (4) Assembling, (5) Grading, (6) Packing and Labelling, (7) Acquiring Current Market Information, (8) Storing, (9) Disposal of Products, (10) Transporting, (11) Financing, (12) Assumption of Risk, (13) Sources of Urban Food, (14) Urban Systems of Distribution, (15) Redistribution, (16) Trade between Industrial and Agricultural Areas.

## STRONG MEN FOR SUPERVISING INSPECTORS

An administrative staff consisting of three supervising inspectors has been organized by W. F. Allewelt, Director, State Division of Marketing, Fort Collins, Colo., for the purpose of directing the fifty food products inspectors charged with conducting the Colorado shipping point inspection service on fruits and vegetables. These supervising inspectors are, E. F. McKune, Fort Collins; H. D. Locklin, Grand Junction; and James R. Duncan, Grand Junction.

Mr. McKune is a graduate of the Colorado Agricultural College, having received the B.S. degree in 1915. Two years later he received the M.S. degree from Iowa State College of Agriculture. During 1917-18 he was with the Federal Bureau of Markets as an Investigator in Marketing and assisted in studies relative to the standardization of cabbage, cucumbers, celery, sweet potatoes, lettuce and other vegetables. Just prior to his recent appointment he was engaged in ranching in Colorado.

Mr. Locklin received the B.S. and M.S. degrees in horticulture from the State College of Washington in 1914 and 1915. During the summer of 1914 he was assistant pathologist in the Western Washington Experiment Station. Later he was instructor in horticulture, Oregon Agricultural College. In 1919 he became Chief Deputy State Horticulturist of Colorado. This position he continues to hold in connection with that of Supervising Inspector.

Mr. Duncan was a student at the University of Nebraska, 1904-07. For a number of years following 1908 he was engaged in fruit growing and from 1913 to 1917 was secretary of the Nebraska State Horticultural Society in which capacity he edited Nebraska Horticulture. In 1917 he was appointed Assistant Fruit Crop Specialist in the United States Department of Agriculture from which position he resigned in April, 1920 to accept an appointment as Extension Horticulturist with the Missouri State Fruit Experiment Station. He was appointed to his present position of Supervising Inspector in September of the current year. He recently completed the fruit and vegetable inspector's training course offered at Chicago by the Federal Bureau of Markets and Crop Estimates.

Assistance in the inauguration of the Colorado inspection service is being given by the Federal Bureau of Markets and Crop Estimates through the assignment of E. W. Stillwell, Investigator in Marketing, who is working with the supervising inspectors of the Colorado Division of Marketing in bringing about a coordination of State and Federal methods of procedure as regards inspection.

----0----

The wool grading demonstration conducted by the Federal Bureau of Markets and Crop Estimates in cooperation with the Southwestern Farm Bureau Wool and Mohair Growers' Cooperative Association resulted in the grading, according to the Federal tentative types, of 402,540 pounds of wool. The wool was assembled at Houston, Tex., where grading began July 28 and continued until October 20. The demonstration was under the supervision of M. J. Muench, Wool Classifier of the Federal Bureau.



The State College of Washington, Pullman, Wash., is offering the following economic courses to students particularly interested in the subject of marketing: Economic Resources and Trade, Economic History of the United States, Agricultural Economics, Principles of Marketing, Problems in Agricultural Economics, and Principles of Sociology and Rural Sociology. In Economic Resources and Trade, a detailed consideration of the world's sources of food and raw materials and the conditions under which each is produced and consumed is given. The course in Problems in Agricultural Economics, designed primarily for advanced and research students, gives attention to such problems as land ownership and tenancy, agricultural labor, agricultural credit, taxation in relation to agriculture and forms of cooperative organizations. The course in Principles of Marketing deals with the distribution of staple commodities other than agricultural products - the latter being handled in a special course entitled "The Marketing of Farm Products," which course is required of all students of agriculture.

-----0-----

The course in "Principles of Cooperation," which the Division of Agricultural Economics of the University of Minnesota, St. Paul, Minn., is offering this year to advanced students in agricultural economics, consists of an analysis of the meaning and significance of cooperative activities with special emphasis on agricultural cooperation. In connection with the development and theory of agricultural cooperation is shown the relation of the cooperative activities to farm business and the marketing conditions under which agricultural production is carried on at the present time.

-----0-----

The problems connected with the marketing of agricultural products were given consideration at the annual conference of extension workers held at the Connecticut Agricultural College, Storrs, Conn., October 26-28. The discussions relating to marketing were led by I. G. Davis, Professor of Agricultural Economics, who stressed the need for fundamental information regarding marketing problems. Among other things he suggested an intensive study of egg marketing.

-----0-----

The annual conference of extension workers in Tennessee will be held at the College of Agriculture, University of Tennessee, Knoxville, Tenn., during the week of December 12-17. One day will be devoted to a marketing program which will include discussions upon such subjects as commodity marketing, a State wool pool, a State fertilizer pool, and cotton marketing.

-----0-----

The Department of Economics and Sociology of the University of Maryland, College Park, Md., is offering the following courses to students of agriculture: Rural Economics, Principles of Rural Organization, and Markets and Marketing. Professor T.B. Thompson is Head of the Department.

L. A. Carlisle, Agent in Marketing, Bureau of Markets, Concord, N. H., in the Weekly Market Bulletin for October 26, urges the producers of the State to grade their products better before offering them for sale in order to meet the competition from other States. He says in part, "A buyer naturally chooses those lots which offer in quantity a product well graded and attractively packed.....If there is a secret for successful marketing in the strong competition of today, it can be largely found in the following: (1) large quantity of uniform product, (2) uniform grading, and (3) uniform packages. Whether marketing is carried on singly or cooperatively these essentials will be found the basis of successful enterprise." Mr. Carlisle states that only a start has been made in New Hampshire toward accomplishing standardization of agricultural products, for growers still persist in grading according to local custom. He points out instances where producers have profited materially by adopting uniform grades and packs.

----O----

During the annual conference of extension workers of New York, held at the State College of Agriculture, Cornell University, Ithaca, N. Y., October 24-29, one day was devoted to marketing and transportation problems. Dr. H. C. Taylor, Chief, Federal Bureau of Markets and Crop Estimates, presided and gave the opening address on "Marketing Farm Products." H. E. Babcock, Professor of Marketing, State College of Agriculture, spoke upon the subject, "The Opportunity of a County Agent in the Field of Marketing." "Traffic Management - Prevention vs. Cure" was the subject of the address by Norman D. Chapin, Traffic Director, State Department of Farms and Markets. A round table discussion on marketing and transportation was led by Professor Babcock. B. A. Pyrke, Commissioner of the State Department of Foods and Markets was among the speakers at the evening session.

----O----

The copies of the motion picture film, "Sweet Potatoes from Storehouse to Market," purchased from the United States Department of Agriculture by the Southern Railway Company, will be shown at twenty-four points in Alabama and Georgia, from October 26 to December 1.

----O----

Dr. T. N. Carver, Professor of Economics, Harvard University, addressed the members of the Washington staff of the Federal Bureau of Markets and Crop Estimates and the Office of Farm Management and Farm Economics, October 29, on the subject, "Limits of State Interference."

----O----

The professor of agronomy, Clemson Agricultural College, Clemson College, S. C., has requested copies of the revised Handbook of the Official Grain Standards for Wheat, Shelled Corn and Oats, for use in his classes.



Paul Mehl, Agent in Marketing at the Oregon Agricultural College, Corvallis, Ore., from March 1919 to July 1921, has become Specialist in Marketing at the Connecticut Agricultural College, Storrs, Conn. Mr. Mehl graduated from the Oregon Agricultural College in 1915 with the degree of B.S. in agriculture. Subsequently he received the M.S. degree from the University of Wisconsin where he specialized in general economics and rural economics. He has had several years of experience as an assistant produce buyer and shipper. In Connecticut he is developing a new line of service work, in assisting feed dealers to analyze their business methods and to introduce changes in their business practices in order to function more efficiently and upon a smaller margin. It is believed that if the feed selling business of the State can be put upon an economic basis the farmers who purchase feed will be enabled to buy at lower prices and at the same time will receive an improved service.

----O----

L. A. Huff, Cotton Grader with the Texas Extension Service, has been detailed to the Division of Extension, College of Agriculture, Knoxville, Tenn., for a few months, to assist the cotton producers in West Tennessee in grading their crop and in marketing it cooperatively through local pools. Daily market information will be secured and Mr. Huff will help the county agents in interpreting the reports for the producers. It is anticipated that the cooperative method of marketing will demonstrate the value of grading and of selling according to grades, and that by marketing in carload lots better prices may be secured for both cotton and cotton seed. By cooperative bargaining it is hoped to obtain reduced ginning rates. A. L. Jordan, Extension Agent in Marketing with the Tennessee Extension Service, will assist also in this work.

----O----

According to Mrs. Frances Y. Kline, Home Demonstration Specialist in Marketing, Rock Hill, S. C., branches of the South Carolina Producers' Association are being formed in various parts of the State by women and girls who desire to can food products to be marketed under a special label. Among the products for which a demand is being created are Dixie Burgoo and Pine Bark Fish Stew. The fame of these products already has traveled as far west as Oklahoma, a recent inquiry being received from a commercial firm in that State.

----O----

Jay E. Shideler has been appointed by the Federal Bureau of Markets and Crop Estimates as Research Agent in Marketing with headquarters in New York City. Mr. Shideler, a graduate from Columbia University with the degree of B.S.B., is now taking the graduate course in research studies which is being given cooperatively by the School of Business of that institution and the Federal Bureau. He proposes to conduct a study relative to the growth and development of grocery and meat chain stores operating throughout the country.

Charts have been prepared by the Office of Farm Management and Farm Economics, Washington, D. C., showing, on an index basis, the purchasing power for the more important farm products since 1913. These charts show at a glance the percentage of "all commodities" that could be purchased by the farmer with the products for which index figures have been worked out. The charts are being photographed and copies supplied to economists and others dealing with marketing problems. The photographic copies provide space for the insertion of index figures for the next three years as they become available.

----O----

The Market Bulletin, Atlanta, Ga., under date of October 27, has the following to say regarding sweet potatoes, "Hold your potatoes in the ground as long as can be done with safety.....Thirty days now will mean the difference between a loss and a fair profit on your crop. By all means grade and cure your potatoes. Properly cured potatoes keep for six months and can be marketed when prices show a profit.....We strongly advise that potatoes be graded in the field as dug."

----O----

Members of the National Association of State Marketing Officials have been requested to bring pictures to the annual meeting to be held in Chicago, November 28 and 29 which will show any of the various activities of their work, such as fair exhibits, shipping-point grading, packing and inspection, or city terminal conditions. Samples of publications and market reports also are suggested as being of interest.

----O----

C. M. White, Chief, State Division of Markets, Augusta, Me., is a member of a committee studying the affairs and management of the Eastern States Farmers' Exchange with a view of ascertaining the possibility and advisability of making this Exchange a part of a farmer-controlled New England purchasing agency.

----O----

In order to fulfill the requests of Georgia grain shippers, the State Bureau of Markets, Atlanta, Ga., has obtained a supply of the revised Handbook of the Official Grain Standards for Wheat, Shelled Corn and Oats, issued by the Grain Division of the Federal Bureau of Markets and Crop Estimates.

----O----

A. L. Jerdan, Extension Agent in Marketing, Knoxville, Tenn., is planning to assist a number of local truck and berry associations in the State to consolidate into one central organization which will act as a selling agency for all.



The recently published report of the "Status and Results of County Agent Work" in the thirty-three Northern and Western States shows that 534 purchasing and marketing demonstrations were conducted during 1920. There were held in connection with these demonstrations 487 meetings, attended by 24,529 persons. It is estimated that the increased profits, resulting from the demonstrations, amounted to \$453,004.

----O----

James N. McBride, the first State Director of Markets in Michigan (1916-19) is in Washington this week in conference with the officials of the Federal Bureau of Markets and Crop Estimates regarding the marketing of the Michigan wool clip. Mr. McBride is president of the Michigan Wool Growers' Association.

----O----

G. P. Warber, Specialist in Agricultural Economics and Marketing, Virginia Polytechnic Institute, Blacksburg, Va., has contributed an article entitled, "Local Cooperative Organizations in Agriculture," to the October issue of the Extension Division News.

----O----

"Market Problems" is the subject of an address made by W. A. Wheeler, Specialist in Marketing Information, Federal Bureau of Markets and Crop Estimates, at the twenty-fourth annual conference of agricultural extension workers at Purdue University, LaFayette, Ind., October 27.

----O----

Elmo Ragsdale, Extension Agent in Marketing, State College of Agriculture, Athens, Ga., recently spent five days instructing the boys in one of the schools in Atlanta, Ga., in the approved methods of handling and marketing Georgia farm products.

----O----

"Marketing Farm Products" was discussed at the annual conference of county and State extension workers at the Ohio State University, Columbus, Ohio, October 25-28, by Dr. T. N. Carver, Department of Economics, Harvard University.

----O----

Theodore Macklin, Professor of Marketing, University of Wisconsin, Madison, Wis., is in Washington conferring with the division leaders of the Federal Bureau of Markets and Crop Estimates.

----O----

L. S. TENNY,  
Assistant to the Chief,  
In Charge, Division of Cooperative Relations.

# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY  
STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF  
MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

November 9, 1921

Number 35.

## FOUR AGENCIES COOPERATE TO DISTRIBUTE MARKET NEWS BY RADIO

The staffs of four strong organizations are combining to give the farmers, dealers and consumers of Minnesota a comprehensive market news service. The organizations are, the State Department of Agriculture, the College of Engineering and the College of Agriculture of the University of Minnesota, and the Federal Bureau of Markets and Crop Estimates. It is proposed to transmit to the farmers and others of the State, the crop and market news so essential to orderly marketing. The State Department and the Federal Bureau will assemble the information to be distributed, the College of Engineering will transmit the news by radio telegraph and radio telephone from its high-power station, and the College of Agriculture, through its extension service, will develop an organization for receiving the daily reports at country points and making them of practical value to shippers and others.

The Federal leased wires will be used to transmit, from the more important central markets, to St. Paul and Minneapolis the daily market news on fruits, vegetables, poultry, dairy products, and live stock. This national news will be supplemented by local market news furnished by the State Department of Agriculture. The radio division of the College of Engineering will provide student operators to send the messages and will handle all technical problems arising in connection with radio operation. It will also give instructions regarding equipment most suitable for receiving the reports transmitted from the Station.

An intensive study of the utilization of radio market reports will be conducted by the College of Agriculture in five counties to determine the best methods of disseminating and using the reports received, and the possibility of making crop and market information available to all in the State who may have use for such information.

----O----

The State Bureau of Markets and Marketing, Columbus, Ohio, is planning to include in the weekly Market News and Exchange Bulletin, the official publication of that Bureau, a ready reference table which will furnish market information on live stock, fruits, vegetables, butter, eggs, grain, hay, and feed at the Columbus, Chicago, Cincinnati, Pittsburgh, New York, St. Louis, National Stock Yards, and Boston markets. It is the intention to make this table concise, but sufficiently complete to be of material aid to the farmers of the State.



## SERIES OF LIVE STOCK SHORT COURSES IN IOWA

The Iowa Extension Service, State College of Agriculture and Mechanic Arts, Ames, Iowa, has been conducting a series of two-day short courses for managers and officers of live-stock shipping associations, at nine different points in the State. The first day was devoted to explanations of the advantages of a uniform system of accounts, and to practice work in using the new accounting forms for live-stock organizations, recently devised by a committee of State marketing men. Early in the morning of the second day, the class was taken to the local stock yards in order to study the various steps involved in unloading, penning, grading and weighing. Factors controlling the shrinkage of live stock were fully explained at this time. After watching a grading demonstration, each member of the class was required to grade some hogs. The afternoon was given over to round-table discussions upon such subjects as, district and state organizations; incorporation and the new cooperative law; contracts; compensation and bonding; cooperative shipping business in Iowa; economics of cooperation, general aspects and legal basis; factors of efficiency; market analysis, including market news, choice of market, transportation, and local difficulties. The classes, which had an average attendance of 28, were conducted by S. H. Thompson, Extension Assistant Professor of Agricultural Economics; C. W. Hammans, Assistant in Marketing, and Frank Robotka, Extension Professor in Marketing.

----O----

M. Hull, Sweet Potato Specialist with the Division of Extension, Baton Rouge, La., has contributed a short article to the Press Bulletin, the weekly publication of the Division, regarding the handling of the sweet potato crop at time of digging. He says, "The successful keeping of sweet potatoes is as much a field as a storage problem, good healthy potatoes must be grown and they must be carefully dug, graded and stored. ....Crates should be taken to the field at the time of digging and placed at intervals along the row and the merchantable potatoes laid carefully, not thrown, into them. Separate containers should be used for the cut, cracked, bruised or burst potatoes and those too small or too large to meet the standard grades. ....The grower is reminded that the future of the sweet potato industry of Louisiana depends solely upon him. The care with which he handles the crop will be one of the big factors in putting the industry upon a safe and profitable basis."

----O----

The Journal of Farm Economics, published quarterly by the American Farm Economic Association, in the third issue for this year, contains an article by Ralph Loomis, Extension Assistant Professor of Rural Organization, College of Agriculture, Columbia, Mo., entitled "Status of Cooperative Live Stock Marketing in Missouri." A table is included showing the estimated saving to fifty-six Missouri cooperative live-stock shipping associations during the fiscal year, 1920.

## EXTENSION WORK AMONG COTTON GROWERS

An interesting article entitled, "Cotton Acreage and Prices Play Game of See-Saw" appears in the October 15 issue of the Extension Service Farm News, College Station, Tex. The article is illustrated with a chart showing acreage and price since 1900, with the exception of the war period when conditions were abnormal. This chart was worked out by M. M. Daugherty, Farm Management Specialist, and P. K. Whelpton, Professor of Farm Management. Another article in the same issue of the Extension Service Farm News tells how the extension forces were instrumental in improving the cotton industry in several counties by the introduction of a variety that produced a better staple, getting the counties onto a one-variety basis, and in cooperation with specialists from the Federal Bureau of Markets and Crop Estimates marketing the product so as to command a premium of from one to three cents a pound. It is estimated that approximately 180,000 acres in three counties were planted to a better variety in 1921. Farmers were encouraged to establish cooperative gins and to pool their finished product so as to sell in lots of twenty-five bales or more. As a result of the extension campaign the cotton growers have already received several hundred thousand dollars more than they otherwise would have received.

----O----

The Department of Economics of the Michigan Agricultural College, East Lansing, Mich., is offering the following marketing courses during the present academic year: Markets and Market Practices, giving the essential principles of marketing and emphasizing especially retailing practices (designed particularly for students in home economics); Principles of Marketing, covering the fundamental principles of marketing with a special study of agricultural products; Cooperative Marketing, including the essentials of cooperation, a history of cooperation in the United States, a study of typical associations, and the problems of organizing associations; Agricultural Prices, covering the trend of agricultural prices over a period of years and a study of the causes of the price changes, also a comparison of the prices and price trends with other commodities.

----O----

As a step in the campaign to bring about the better grading and packing of apples in New Hampshire, the last issue of the Weekly Market Bulletin, published by the State Bureau of Markets, Concord, N. H., contains a half-tone picture of several packages of apples failing to come up to the State standards, but which were received by a marketing association to be sold. The editor of the publication points out wherein the packages fail to meet the requirements and at the same time asks, "How can we compete successfully on the market with products as shown in the cut?" The editor's final words on the subject are, "We cannot expect our association to market our products satisfactorily unless we as producers standardize, grade and pack in an up-to-date manner."



## SIX MARKETING COURSES AT THE UNIVERSITY OF ILLINOIS

Six courses in Marketing are being offered this year by the College of Agriculture of the University of Illinois, Urbana, Ill. They are listed as follows: A general course in the Economics of Marketing; the Marketing of Agricultural Products (offered by the Department of Economics in the College of Commerce and Business Administration); the Marketing of Dairy Products (Department of Dairying); the Marketing of Horticultural Products (Department of Horticulture); the Marketing of Live Stock (Department of Animal Husbandry); the Marketing of Grain (Department of Farm Crops). Students usually take the general courses in marketing before registering in any of the specialized courses. A thorough course in the principles of economics is required before a student is admitted to the marketing courses. Other courses in Agricultural Economics, such as Co-operation and the Financing of Agriculture, are offered. Aside from the undergraduate and graduate courses taught, there are about thirty graduate students doing research in special marketing problems as a partial fulfillment of the requirements for advanced degrees. A curriculum in agricultural economics designed especially to train managers for grain elevators, creameries and other cooperative associations, is being planned. The work in agricultural economics including the marketing of farm products in the College of Commerce and Business Administration is under the direction of Ivan Wright, Assistant Professor of Economics.

----O----

In order to advertise the cranberry as grown in Western Washington, an exhibit was prepared for the State Fair by the State Department of Agriculture, Olympia, Wash., showing a section of a cranberry bog with the cranberry vines growing on it. Placards accompanying the exhibit called attention to the merits of the Washington-grown cranberry and also stated that it is the sweetest berry of its kind, requiring twenty-five per cent less sugar in its preparation for consumption than cranberries grown elsewhere.

----O----

One hundred and twenty-five students were enrolled in the classes in Agricultural Economics, at the College of Agriculture, University of Tennessee, Knoxville, Tenn., during the school year, 1920-21. These courses were offered for the first time in 1919-20, and the enrollment during the past year was approximately double that of the previous year.

----O----

Nine cooperative associations for farmers have been incorporated in Washington, so far, under the new cooperative marketing act passed at the recent session of the State legislature, according to a statement made by F. H. Gloyd, State Department of Agriculture, Olympia, Wash., in the October issue of the Department's Monthly News Letter.

E. A. Logan, Agricultural Statistician, Columbia, Mo., and Jewell Mayes, of the State-Federal Crop Reporting Service, Jefferson City, Mo., prepare rather complete news releases in connection with the data collected relative to agricultural conditions in Missouri. A recent release gives the local county average prices based upon mid-October marketing for each county in the State for wheat, corn and oats. In commenting upon these prices the statisticians said, "In general the price of wheat in counties with poor transportation facilities is lower than in those with a ready outlet, while corn is higher in these counties than in those with good transportation. This lack of railroads lowers the price of wheat that might go out and in certain southwestern counties raises the price of corn coming in to make up the shortage of local supply." Another recent release gives the average prices being paid in the different counties for coffee, flour and sugar. The average prices for coffee varied from 15 cents to 50 cents a pound, the average for the entire State being 28 cents. The State average for flour was 4 cents a pound and for sugar 8 cents a pound, although the sugar averages varied from 6 cents to 10 cents.

-----0-----

The South Dakota State College of Agriculture and Mechanic Arts, Brookings, S. D., is offering two courses in economics of special interest to students of agriculture. They are, Agricultural Economics, including the economic principles which underlie the effective organization of the farm, the economics of production, problems of land tenure, the economics of marketing and the problem of maintaining and improving the economic conditions of the farmer; Marketing and Cooperation, covering a study of marketing at country points, various types of wholesale traders, organized exchanges, methods of direct selling, fundamentals of cooperation, cooperative sales agencies, government market bureaus, and State-owned terminal markets.

-----0-----

As a solution to the problem of disposing of the surplus grain sorghums in the State, C. A. McNabb, Agent in Marketing, State College, N. M., is endeavoring to interest the farmers in Eastern New Mexico in raising more hogs. In order to provide the necessary balanced ration which the hogs require, a campaign is being conducted to encourage the planting of a few acres of sweet clover. In localities where hogs are not raised and where the growers are dependent upon shipping their kafir and milo to distant markets, the proposition is being well received and many farmers have agreed to give the plan a trial.

-----0-----

S. H. Thompson, after a year's absence, has returned to extension work in Iowa. As Extension Assistant Professor of Agricultural Economics at the State College of Agriculture and Mechanic Arts, Ames, Iowa, he will be in charge of extension work in farm management and marketing.



According to C. A. McNabb, Agent in Marketing, State College, N. M., the broom corn growers of the eastern part of the State are being taught, by the newly formed cooperative marketing association, how to prepare their product for market. Mr. McNabb said in a recent report, "the local manager, at our earnest request, has stressed the demand for clean seed-ing, firm baling and prompt delivery to the warehouse so that it may es-cape damage. The nice clean appearance of the stock now in the warehouse is the best of evidence that the growers are determined to do their part. ....Buyers from large eastern factories are coming along and sales are being made at satisfactory figures. Up to this time there has not been a single case of disloyalty, notwithstanding the many efforts of the enemy to create it."

----O----

The New York State College of Agriculture at Cornell University, Ithaca, N. Y., through its Department of Agricultural Economics and Farm Management, is offering the following fifteen courses to students of agri-culture: Farm Records and Accounts, Farm Management, Advanced Farm Man-agement, Types of Farming in the United States, Agricultural Prices, Mar-keting, Marketing New York State Products, The Organized Exchanges and Speculation, Collective Bargaining, History of Agriculture, Agricultural Economics, Agricultural Statistics, Research in Agricultural Economics, German Readings in Agricultural Economics, French Readings in Agricultural Economics. Individual work is provided for graduate students in the re-search course.

----O----

W. H. Laney, Assistant Agent in Marketing, Division of Extension, University of Arkansas, Little Rock, Ark., has contributed an article to the November issue of The Extension Cooperator, the monthly publication of the Division, on the subject of curing sweet potatoes. Mr. Laney says, "The first essential of successful sweet potato curing is to keep their surface dry....The problem of keeping sweet potatoes is that of prevent-ing rot-producing fungi from growing on them." An explanation follows of the storage-house method of curing the potatoes.

----O----

The Departments of Agricultural Economics and Farm Management of the Agricultural College of Utah, Logan, Utah, have been consolidated into one department which will be under the leadership of Dr. E. B. Bros-sard, Professor of Farm Management.

----O----

Elwyn L. Cady, a graduate last June from the University of Missouri, is now with the Iowa Experiment Station of the State College of Agricul-ture and Mechanic Arts, Ames, Iowa, and is conducting a Statewide survey of farmers' elevators.

Hearings are being conducted upon the proposed general rules and regulations for carrying out the provisions of Title III of the Packers' and Stockyards Act, 1921, with respect to stockyard owners, market agencies and dealers. The schedule of the hearings, which are being conducted under the supervision of the Secretary of Agriculture, is as follows: Portland, Ore., November 8; Denver, Colo., November 12; Fort Worth, Tex., November 14; Kansas City, Mo., November 15; and Chicago, Ill., November 18. Invitations have been extended to live-stock producers' and shippers' organizations, live-stock and traders' exchanges, stockyard companies, market agencies and dealers, to attend the hearings and make constructive suggestions.

---O---

The Extension Service in Texas has been doing some constructive work in connection with the marketing of melons. A specialist was stationed where he could keep in touch with four shipping points. As growers made deliveries, their melons were carefully looked over with the result that very little unmarketable stuff passed the inspectors. The evidences of deterioration were pointed out to growers and they were advised how to avoid next season troubles that are causing heavy losses this season.

---O---

J. W. Lloyd, Professor of Olericulture, College of Agriculture, University of Illinois, Urbana, Ill., recently took his class to the Chicago office of the Federal Bureau of Markets and Crop Estimates to study the methods used by the Bureau in inspecting fruits and vegetables. The history and scope of the work was outlined and also the pathological phases connected with it. The market news service conducted by the Bureau was likewise fully explained.

---O---

C. A. McNabb, Agent in Marketing, State College, N. M., in reporting recently on a series of meetings held in one section of the State made the following significant comments, "The farmers in the scattered communities, many of them from 25 to 50 miles from the county seat, are starved for entertainment. . . . At all these meetings the county agent provided three reels of moving pictures on agricultural topics. This brought out the people as nothing else would."

---O---

W. H. Youngman, and C. W. Crickman, graduates in Farm Economics and Farm Management from the University of Illinois, have been appointed as Research Assistants in the Agricultural Economics Section of the Iowa State College of Agriculture and Mechanic Arts, Ames, Iowa, to assist Dr. E. G. Nourse, Chief of the Section, in some investigations which he is conducting in the organization of grain elevators and in problems of grain marketing.



L. S. Tenny, Assistant to the Chief, In Charge of the Division of Cooperative Relations, and L. S. Hulbert, Assistant in Cooperative Marketing, Federal Bureau of Markets and Crop Estimates, are in Chicago helping to develop a nation-wide program for the financing of the 1921 corn crop, for the period between the time of harvesting and the time when the corn is needed for consumption. Tentative plans have been formulated by the War Finance Corporation and these are now being perfected with the assistance of men versed in the present needs of the agricultural producers who now, for the second season, are harvesting a corn crop that is considerably above the average. It is expected that plans will be perfected shortly, whereby the corn produced during these years of plenty may be made to supply wants that are likely to arise during lean years that may come in the near future.

-----O-----

Daniel C. Rogers, State Agent in Marketing, Jefferson City, Mo., has sent out a circular letter calling attention to the hearing on the tentative regulations governing operations at stockyards under the Packers and Stockyards Act, 1921, to be held at Kansas City, Mo., November 15. The circular letter is accompanied by a copy of the "Tentative Regulations." The Packers and Stockyards Act is published in full in the November 5 issue of the Missouri Marketing Bulletin, the semi-monthly publication of the State Board of Agriculture.

-----O-----

A cooperative agreement is being entered into by the College of Agriculture of the University of Wisconsin, Madison, Wis., and the Federal Bureau of Markets and Crop Estimates, for the conduct of studies of some of the more difficult problems connected with the marketing of farm products. The investigations will be made largely by graduate students working under the direction of Dr. Theodore Macklin, Professor of Agricultural Economics.

-----O-----

Dr. H. C. Taylor, Chief, and L. M. Estabrook, Associate Chief, Federal Bureau of Markets and Crop Estimates, are attending the annual meeting of the Land Grant Colleges held in New Orleans, La., this week. Dr. Taylor is on the program for an address entitled, "Agricultural Extension Service in Economics," and Mr. Estabrook will speak on the subject, "The International Institute of Agriculture at Rome."

-----O-----

B. Youngblood, Director of Experiment Station, Agricultural and Mechanical College, College Station, Tex., was in Washington last week conferring with the Chief and the Division leaders of the Federal Bureau of Markets and Crop Estimates relative to conducting marketing studies in Texas.

-----O-----

R. H. ELSWORTH,  
Acting in Charge,  
Division of Cooperative Relations.

# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

---

November 16, 1921.

Number 36.

## PROGRAM FOR ANNUAL MEETING OF STATE MARKETING OFFICIALS

The annual meeting of the National Association of State Marketing Officials will be held in the Auditorium Hotel, Chicago, Monday and Tuesday, November 28 and 29. The detailed program is as follows:

### Monday Forenoon

Opening, L. G. Foster, President of Association, Madison, Wis.

Business, including reports of Officers.

"Important Factors in Determining Standard Grades for Fruits and Vegetables," H. W. Samson, Federal Bureau of Markets and Crop Estimates.

"Standardization and Inspection Service as It Has Developed in California," F. W. Read, California Department of Agriculture.

### Monday Afternoon

Address, Hon. H. C. Wallace, Secretary, United States Department of Agriculture. (Joint session with the Commissioners of Agriculture.)

"Crop Estimating and Its Relation to Market Reports," L.M. Estabrook, Associate Chief, Federal Bureau of Markets and Crop Estimates.

"Consumers' Marketing Problems," H. H. Jones, New York City Office, New York State Division of Foods and Markets.

"Packers' Control Act - Packers' Consent Decree," Guy C. Smith, Commercial Research Department, Swift and Company, Chicago.

### Tuesday Forenoon

"Future Plans of the Federal Bureau of Markets and Crop Estimates," Dr. H. C. Taylor, Chief, Federal Bureau of Markets and Crop Estimates.

"Costs of Distribution from the Shippers' Standpoint," R. E. Phillips, Secretary, International Apple Shippers' Association, Rochester, N.Y.

"Problems Facing Cooperative Marketing Organizations and Suggestions for Their Solution," C.H. Gustafson, President, United States Grain Growers, Inc., Chicago.

### Tuesday Afternoon

"The Function of the College Marketing Course in Our Marketing Problems," Dr. Theodore Macklin, Professor of Agricultural Economics, University of Wisconsin.

"Using the National Program," Dr. Eugene H. Porter, Commissioner, New York State Division of Foods and Markets.

Reports of Committees and Election of Officers.



## PUBLICATIONS OF INTEREST TO MARKETING MEN

"Handbook of Foreign Agricultural Statistics," compiled under the direction of Frank Andrews, Chief of the Division of Crop Records, Federal Bureau of Markets and Crop Estimates, has just been published as Department Bulletin No. 987. This is a collection of official statistics, for the past ten years, of the crops and live stock of foreign countries and of island possessions of the United States. The publication of this collection of foreign agricultural statistics is to some extent an experiment. It is proposed to issue later editions giving subsequent figures.

A series of four bulletins dealing with the marketing of hay has been prepared by H. B. McClure, Specialist in Hay Marketing, and G. A. Collier, Investigator in Hay Marketing, Federal Bureau of Markets and Crop Estimates, and are being issued as Department Bulletins Nos. 977, 978, 979, and 980. The respective titles are, "Marketing Hay at Country Points," "Weighing of Market Hay," "Marketing Hay through Terminal Markets," and "Inspection and Grading of Hay."

"The Packing and Shipping of Farm Products" is the subject of the third quarterly Bulletin published in September by the Maine Department of Agriculture, Augusta, Me. The apple grading and packing law is given in full. Articles entitled "Maine Apples" by F. H. Dudley, State Horticulturist, and "Handling and Marketing Maine's Potato Crop" by Guy C. Porter, Assistant, Bureau of Seed Improvement, also are included in the Bulletin.

"A System of Accounting for Cotton Ginneries" is the subject of Department Bulletin No. 985. A. V. Swarthout, Investigator in Market Business Practice, General Bureau of Markets and Crop Estimates, and J. A. Bexell, formerly Assistant in Market Business Practice, Federal Bureau, and now Dean of the School of Commerce, Oregon Agricultural College, Corvallis, Ore., are the joint authors of the bulletin.

"Marketing Agricultural Products" is the title of a new book by Dr. B. H. Hibbard, Professor of Agricultural Economics, University of Wisconsin, Madison, Wis. Dr. Hibbard states in the preface that "the object of the book is to serve as a basis of a study of marketing both for college students and those more directly connected with actual operations of selling farm products."

"Cooperative Elevators" is the title of Bulletin No. 64 just published by the Extension Service of the College of Agriculture, University of Nebraska, Lincoln, Nebr. H. C. Filley, Head of the Department of Rural Economics, is author of the Bulletin.

"Seed Marketing Hints for the Farmer" is the subject discussed in Farmers' Bulletin No. 1232, just issued by the Federal Bureau of Markets and Crop Estimates. The author is G. C. Edler, Specialist in Marketing Seeds.

"How to Candle Eggs" is the subject of Circular No. 97 recently issued by the Experiment Station of the University of Montana, Bozeman, Mont. W. F. Schoppe, Poultryman, prepared the circular.

## ALABAMA PASSES LAW FOR COOPERATIVE MARKETING ASSOCIATIONS

The act passed at the recent special session of the Alabama Legislature and providing for the incorporation of cooperative marketing associations was approved October 29. The law makes provision for the formation of associations with and without capital stock and declares that these associations "shall be deemed non-profit, inasmuch as they are not organized to make profits for themselves, as such, nor for their members as such, but only for their members as producers."

An association may be organized to engage in any activity in connection with the marketing or selling of agricultural products, or the harvesting, processing, storing, or utilization thereof. The law forbids the handling of the products of non-members. An association organized under the law may become a member of stockholder of any other association formed under the act. There is provision for the issuing of common and preferred stock. No stockholder, however, may hold more than twenty per cent of the common stock and neither stockholder nor member, if organization is perfected as a membership association, may have more than one vote. There is provision in the law for marketing contracts for any period of time not exceeding ten years. Capital stock dividends may be paid up to eight per cent. Annual reports are required, these to be filed with the Secretary of State.

Section 23 of the act reads as follows: "That no association organized hereunder shall be deemed to be a combination in restraining of trade or an illegal monopoly; or an attempt to lessen competition or fix prices arbitrarily; nor shall the marketing contracts or agreements between the association and its members or any agreements authorized in this act be considered illegal or in restraint of trade."

Copies of the act may be obtained from F. O. Hooton, Supervisor, Markets Division, Montgomery, Ala.

-----O-----

Announcement is made by the United States Civil Service Commission of an open competitive examination for Investigator in Marketing Live Stock and Meats, to fill existing vacancies in connection with the live stock work of the Federal Bureau of Markets and Crop Estimates and in the administration of the Packers and Stockyards Act. The salary range is from \$2,400 to \$3,600 a year. The rating of each applicant will be based upon his education and experience and upon a paper or discussion dealing with some phase of the marketing of live stock, meats or other animal products. Applications will be rated as soon as received by the United States Civil Service Commission, Washington, D. C., until January 31, 1922.

-----O-----

The Extension Service of the University of Idaho, Boise, Idaho, is making arrangements with the radio department of a high school in Boise, to receive the radio market reports which are sent out daily by the Federal Bureau of Markets and Crop Estimates.



### CONNECTICUT AGRICULTURAL STUDENTS PLAN THREE MARKETING EXHIBITS

Three marketing exhibits are being planned by the students' Agricultural Club of the Connecticut Agricultural College, Storrs, Conn., to be included in the agricultural fair which the Club holds annually. The Department of Economics of the College is assisting in arranging these exhibits, one of which will be entitled, "Market Information Available to the Farmer." Various types of market information, such as local market reports, special commodity reports, crop reports, daily market bulletins, etc., will be brought together and arranged to show the different kinds of information which the farmer needs for the intelligent management of his business and the marketing of his crops. Wireless market reports will be received at the market booth and posted immediately.

The second exhibit is a competitive one. Prizes are offered by the Connecticut Poultry Producers' Association for the best suggestions for a trade mark for Connecticut eggs.

It is the desire of the Club to include in the third exhibit a portion of the marketing exhibit which the Federal Bureau of Markets and Crop Estimates has prepared and displayed at various points in the country.

----O----

The possibility of marketing butter by parcel post is discussed in an article appearing in the November issue of the Vermont Creamery and Market News Letter, published monthly by the State Department of Agriculture, Montpelier, Vt. This method of selling dairy products direct to the consumer is one which has not been stressed in Vermont in the past, although it offers great possibilities as a profitable side-line of the small creamery. It is suggested that customers be obtained by writing to relatives, friends and acquaintances in the cities. Rules to be followed in order to insure success in shipping by parcel post are given.

.. ----O----

The November issue of the Extension Cooperator, Little Rock, Ark., contains an illustrated article regarding the storing of vegetables on the farm by means of earth pits. Instructions are given for the construction of the pits and the manner of storing the vegetables. It is pointed out that this form of storage may be used satisfactorily in Arkansas for such vegetables as potatoes, beets, carrots, persnips, celery, salsify, cabbage, and turnips.

----O----

The subject of "Market Business Practice" is being given consideration at the Annual Conference of Extension Workers of Iowa at the State Agricultural College, Ames, Iowa, this week. "Marketing," "Farm Tenancy," and "Farm Accounting and Farm Organization," are to be taken up in a session of the conference conducted under the leadership of S. H. Thompson, Extension Assistant Professor of Agricultural Economics.

## STANDARDIZATION WORK IN WASHINGTON

The State Department of Agriculture, Olympia, Wash., has been working for several years on the standardization of orchard fruits and their containers. In cooperation with other States in the Pacific Northwest and with associations of fruit growers, standard packages for apples, peaches and pears have been established, which have been recognized for some time in most of the markets of this and other countries. Standard grades for apples already have been declared, and work is now in progress towards the establishment of standard grades and containers for prunes and cherries.

The Federal grade standards for potatoes were adopted by the State this year. Grain grades, conforming to the Federal standards, likewise are in effect in the State. The grades for hay, which were established this year, do not correspond exactly to the Federal standards, the differences are not of importance, however, as the bulk of the hay crop is consumed within the State.

The State Department of Agriculture proposes in the near future to establish standards for onions, on the basis of the Federal grades for northern grown onions.

-----O-----

The new Department of Economics and Sociology at the Colorado Agricultural College, Fort Collins, Colo., will, in the future, have charge of the following courses which were formerly offered by the Department of Agronomy and the Department of English and History: General Economics, Farm Organization and Management, Advanced Farm Management, Marketing and Cooperation, Advanced Marketing Seminar, Cost Accounting, Agricultural Economics, Rural Sociology, and Advanced Rural Sociology. L. A. Moorhouse, Professor of Economics and Sociology, is Head of the Department.

-----O-----

A hearing will be held in Chicago, November 17, under the supervision of the Secretary of Agriculture of the United States, in connection with the recently enacted future trading law. Representatives of interested future exchanges and the cash grain interests concerned in the operation of the future exchanges, together with organizations of grain producers, grain dealers and any others concerned in their operations, have been invited to attend.

-----O-----

Marketing is one feature which will be considered at the Creamery Management Short Course, to be given by the University of Vermont and State College of Agriculture, Burlington, Vt., November 29-December 2. The course will be devoted chiefly to conferences of creamery men. Specialists have been secured to discuss the various problems arising in connection with the management of a creamery.



## FEDERATION OF VERMONT CREAMERIES ADVOCATED

An article entitled, "Why Should Vermont Cooperative Creameries Federate," by E. S. Brigham, Commissioner of the Vermont Department of Agriculture, Montpelier, Vt., appears in the November issue of the Vermont Creamery and Market News Letter, the monthly publication of that Department. Mr. Brigham is quoted as follows: "Vermont produces in round numbers one billion pounds of milk annually. Less than thirty per cent of this is shipped out of the State as fluid milk, the balance being manufactured into cream, butter, cheese and other products.....Our greatest problem by far is to manufacture and sell efficiently that part of our production which is not sold as fluid milk.....We have in Vermont about thirty cooperatives creameries.....These creameries are in many instances suffering for lack of efficient management. These creameries now do a business of approximately \$5,000,000 annually. An investment by them of one per cent of this sum in a federation to employ the best talent available in creamery management, the best skill and ability in processing, handling, and selling dairy products, would, in my opinion, bring in ten times this sum by effecting economies in handling products, in buying supplies and in increased value of the better product."

----O----

A demonstration of shipping-point inspection for New York potatoes is being worked out cooperatively by the New York State Division of Foods and Markets and the Federal Bureau of Markets and Crop Estimates. The demonstration will be conducted at points from which potato shipments are being made by a local of the Empire State Potato Growers' Exchange. The State Division is represented in this cooperative work by H. D. Phillips, Director, Bureau of Markets and Storage, and the Federal Bureau by Robert Bier, Investigator in Marketing Fruits and Vegetables, who leaves this week for New York State to assist in the field work connected with the demonstration.

----O----

Four two-day conferences of Federal Food Products Inspectors are being arranged for the last week of December and the first week of January. These conferences, which will be held in New York, Pittsburgh, Chicago, and Memphis, are for the purpose of furnishing opportunity for the exchange of opinions regarding field work and for the further purpose of bringing about the use of more uniform methods in making inspections, applying grades and writing certificates. The conferences will be open to the men in the State Divisions of Markets engaged in Federal inspection work.

----O----

Nine cooperative stores in Maine installed the bookkeeping systems recommended by the Federal Bureau of Markets and Crop Estimates, during the present calendar year, according to a statement made by C. M. White, Chief, Bureau of Markets, Augusta, Me.

Over ninety per cent of the sweet potato crop of Alabama that will be housed and cured this year will be handled in accordance with the instructions given by the Extension Service of the Alabama Polytechnic Institute, Auburn, Ala., according to Russel G. Briggs, Sweet Potato Specialist, Alabama State Horticultural Department, Montgomery, Ala. In an article by Mr. Briggs in the October issue of the Alabama Markets Journal and Crop Report, published by the State Department of Agriculture and Industries, Montgomery, Ala., he states that the supervised storage houses have been instrumental in limiting the production of sweet potatoes to four varieties instead of fifteen. "Packages have been standardized to four types accepted by railroads and market interests, where numerous packages have heretofore been used.....Standard methods of handling and packing have been adopted.....Last, but not least, potatoes stored in Alabama's storage houses will be stored before frost or continued cold weather.....It is upon these facts that Alabama claims distinction, and hopes to establish a reputation for uniformity and high quality of product, which is so essential to the permanent establishment of a new industry."

-----O-----

The nine farmers' organizations which have been formed with the assistance of the State Department of Agriculture, Olympia, Wash., since June, 1921, when the cooperative marketing act of the State went into effect, cover a wide range of commodities, among which are, orchard fruits, berries, seed (in a district which is reported to grow more vegetable seed than any other section of the country), eggs, poultry, milk, and hay. The law places such associations under the supervision of the State Department of Agriculture, which passes upon their contracts and appoints at least one member of each board of directors.

-----O-----

The Department of Farm Economics of the College of Agriculture, West Virginia University, Morgantown, W. Va., is offering the following seven courses to students of agriculture: General course in Agricultural Economics, General course in Farm Management, Marketing Agricultural Products, Farm Cost Accounting, Problems in Agricultural Economics, Economic History of Agriculture, and Thesis for special students. The last three courses mentioned are for graduate students. The instructors of the Department contemplate including two additional courses next year.

-----O-----

A survey of the marketing phases of the maple sirup and sugar industry of Vermont is being undertaken by the Federal Bureau of Markets and Crop Estimates in cooperation with State agencies. A. W. McKay, Specialist in Market Extension, Federal Bureau, has been assigned to the work and leaves this week for Vermont. It is hoped to complete the survey in time for the information to be available for use in marketing the 1922 sirup and sugar.



The Agricultural Department of the Rhode Island State College, Kingston, R. I., with the assistance of the students in marketing, proposes to conduct a study which will show the reasons why dealers do not buy their produce locally. It has been noted by the specialists of the College, that dealers prefer to secure their produce from commission men in Providence, having the goods shipped in quantity by freight or truck to their places of business. In many cases, the labels on the packages indicate that the products originated within one or two miles of where finally sold. By taking a survey of the markets and grocery stores handling farm produce, it is thought that information of value may be secured showing why the produce was not purchased from local growers.

-----O-----

A comprehensive study of the cost of marketing live stock in the corn belt has been started by the Federal Bureau of Markets and Crop Estimates. Several Bureau investigators are leaving this week for States in the Mississippi Valley to begin the collection of data. In a number of the States the work will be done in cooperation with the agricultural college, the State division of markets, or both. It is proposed to issue a bulletin giving the results of the national study and it is expected that several of the States will use the State figures as the basis for bulletins.

-----O-----

A study of the cost of distributing farm products in local markets is being undertaken by the State Department of Agriculture, Olympia, Wash. The various items which account for the wide spread between what the producer gets and what the consumer pays, will be investigated in detail, in order to show exactly where the money goes, who receives it and for what service rendered. If possible recommendations will be made for the elimination or reduction in cost of some items, without diminishing the accustomed services which the consumer demands and pays for.

-----O-----

Arrangements are being perfected whereby a number of graduate students in Harvard University will conduct market studies in Boston and vicinity under the auspices of the Massachusetts Division of Markets and the Federal Bureau of Markets and Crop Estimates. These investigations will be under the immediate supervision of W. A. Schoenfeld, who has been more or less closely associated with the work of the Federal Bureau since 1916.

-----O-----

Plans are being perfected by the Minnesota Department of Agriculture, St. Paul, Minn., and the Federal Bureau of Markets and Crop Estimates, for collecting and disseminating cooperative statistics relative to Minnesota live stock and crop conditions.

The cantaloupe growers in the Mesilla Valley, New Mexico, dissatisfied with the marketing methods pursued in the past, recently requested C. A. McNabb, Agent in Marketing, State College, N. M., to assist them in forming an organization. Mr. McNabb urged, as the first and imperative step, the organization of all growers in the Valley for the standardization and improvement of the melons grown. The growers were advised that if success is to come, it will result largely from the superior quality of the product offered for sale. Mr. McNabb states that the pink meat variety of cantaloupes has been raised in this section almost exclusively for the past few years but that too often they have been picked when green and the meats toughened rather than matured and ripened. As a result of the conference a committee of five leading growers was appointed to work out a plan of organization which will be presented to growers at a later meeting.

-----O-----

The shipping-point inspection service conducted by the State Department of Agriculture, Olympia, Wash., is confined almost entirely to orchard fruits. More than one hundred inspectors are employed by the Department and are now issuing certificates. This inspection service is optional on the part of the shipper; but among growers of commercial orchards, there is a general demand. The certificates, which are practically identical in form with those issued by the Federal Bureau of Markets and Crop Estimates, are, by law, prima facie evidence in the courts of the State. F. S. Kinsey, Supervising Inspector, Federal Bureau, has been assisting C. F. Robinson, Supervisor of Horticulture, State Department of Agriculture, in coordinating the State and Federal methods of inspecting.

-----O-----

A School of Agricultural Business Administration in connection with the Massachusetts Agricultural College, Amherst, Mass., is being advocated by the friends of the College. The purpose of the proposed school would be to furnish training for persons particularly interested in the production and distribution of farm products.

-----O-----

"Chicken Market" is the title of a game described in the November issue of the Extension Cooperator, Little Rock, Ark. It is recommended as a game suitable for young and old at club rallies or community meetings. One of the players is a buyer, another a seller and the remainder of the players are chickens to be sold and bought.

-----O-----

An investigation of the types of tobacco produced in Ohio is being undertaken by the Ohio Agricultural Experiment Station and the Federal Bureau of Markets and Crop Estimates working in cooperation. This study is to be used in connection with the standardization of American-grown tobacco.



G. T. French, Botanist in Charge, Botanical and Seed Laboratory, State Department of Agriculture, Richmond, Va., spent a part of a day recently in the Washington office of the Federal Bureau of Markets and Crop Estimates, meeting the men in charge of the grain standardization work and studying the technical methods employed in determining the grades for grain.

-----O-----

C. A. McNabb, Agent in Marketing, Extension Service, College of Agriculture, State College, N. M., recently addressed a group of students at the College on the subject "Marketing of Farm Products." This was one of a series of talks which Mr. McNabb will give at intervals during the winter to those students interested in the marketing phase of agriculture.

-----O-----

W. C. Cribbs, Agent in Marketing, Michigan Agricultural College, East Lansing, Mich., has contributed an article entitled "Central Lake - A Community That Knew What It Wanted" to the semi-monthly publication of the Michigan Potato Growers' Exchange. The article tells the story of how one community organized for collective marketing.

-----O-----

H. C. Ramsower, Director of the Extension Service, College of Agriculture, Ohio State University, Columbus, Ohio, together with three other extension workers and sixty or seventy Ohio fruit growers recently made a trip to New York State to visit some of the cooperative fruit packing houses in Niagara and Orleans counties.

-----O-----

The issue of The Annalist for November 7, contains a comprehensive article entitled, "The Balancing between Agriculture and Industry" prepared by Dr. Robert J. McFall, Extension Professor in Marketing, Massachusetts Agricultural College, Amherst, Mass.

-----O-----

The Extension Division of the University of Minnesota, St. Paul, Minn., is issuing a monthly publication called the Minnesota Extension Service News, the first number of which appeared in October.

-----O-----

Fred L. Woodworth, director, State Bureau of Foods and Markets, Lansing, Mich., has resigned and the position of Director is vacant.

-----O-----

R. H. ELSWORTH,  
Acting in Charge,  
Division of Cooperative Relations.

# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

November 23, 1921.

Number 37.

## RESEARCH STUDIES BY THE UNIVERSITY OF CALIFORNIA

Five different subjects in marketing are being made the basis of research studies at the University of California, Berkeley, Calif., this year. These subjects are:

(1) Methods and problems of marketing grain as regards the relation between elevator ownership, merchandising cash grain, and future trading. Government reports will be used as the basis of the study.

(2) Problems of marketing the farm products of 1920.

(3) Financing the movement and sale of farm products, especially live stock. In this connection it is pointed out that an appropriation of \$50,000 is needed to make an adequate intensive investigation.

(4) Methods of distribution followed by general sales agencies - economies realized and problems met.

(5) Price policies of cooperative organizations and of commercial agencies in general.

These studies are being made by the Department of Rural Institutions of the University under the direction of Dr. William R. Camp.

-----O-----

The market news service in Nebraska has been extended by the State Bureau of Markets and Marketing, Lincoln, Nebr., to include wireless market reports in addition to the reports being distributed through the press. Twice each day market reports, which the State Bureau prepares from the quotations received over the leased wire from the Federal Bureau of Markets and Crop Estimates are sent from the radio stations at the University of Nebraska, Lincoln, Nebr., and the Nebraska Wesleyan University, University Place, Nebr. The Electrical Engineering Department of the University of Nebraska sends the live-stock market quotations by wireless telegraph early each morning. It is expected that in a few days this station will also disseminate these reports by wireless telephone. Every afternoon, except Saturday, from the transmitting station at Nebraska Wesleyan University, grain quotations for the current day and the Omaha closing live-stock reports are sent by both wireless telegraph and wireless telephone.

-----O-----

Ray D. Miller, of the National Wholesale Grocers' Association of the United States has been added to the program for the annual meeting of the National Association of State Marketing Officials, Chicago, November 28 and 29, to speak on the subject, "Packers' Consent Decree."



## PUBLICATIONS OF INTEREST TO MARKETING MEN

The Division of Agricultural Economics of the University of Minnesota, St. Paul, Minn., has just published a bulletin containing a summary of a comprehensive study of the local cooperative potato marketing organizations operating in Minnesota. The bulletin entitled, "Local Cooperative Potato Marketing in Minnesota," also explains the business methods employed by these associations. The study was limited to associations "organized primarily for the purpose of marketing potatoes or other vegetables, or which have established potato departments especially for handling such business." J. D. Black, Chief of the Division; P. L. Miller, Extension Agent in Marketing; and Frank Robotka, formerly with the Division, are the joint authors.

"Accounting Records for Sampling Apples by Weight" is the title of Bulletin No. 1006, published by the United States Department of Agriculture. J. H. Conn, Assistant in Market Business Practice, and A. V. Swarthout, Investigator in Market Business Practice, Federal Bureau of Markets and Crop Estimates, are the joint authors.

"Method of Conducting Cost of Production and Farm Organization Studies," by F. W. Peck, formerly Farm Economist, Federal Office of Farm Management and Farm Economics, has just been published as Department Bulletin No. 994. Since July 1, 1921, Mr. Peck has been Director of the Extension Service of the University of Minnesota, St. Paul, Minn.

William M. Darrow, formerly Extension Agent in Marketing in Connecticut, is the author of a recently issued bulletin entitled "Strawberries in Connecticut." This is published as Bulletin No. 42 by the Extension Service, Connecticut Agricultural College, Storrs, Conn.

"Principles of National Economy" is the subject of a textbook recently prepared by Dr. T. N. Carver of the Department of Economics, Harvard University.

----O----

The Extension Service News, published by the University of Delaware, Newark, Del., in the September-October number, says, in commenting upon the results of selling graded apples, "Experience in selling the apples shows that the customers are better satisfied and that it is more profitable if the fruit is graded. The larger and sound apples are sold as firsts, the smaller and slightly defective ones as seconds, and culls for cider."

----O----

A survey of the pure-bred live stock for sale in Arkansas is being undertaken by the Extension Service of the College of Agriculture, Little Rock, Ark., in order to obtain the names of all breeders of pure-bred live stock in the State. Lists of persons having marketable animals are being furnished to market exchange sheets and to prospective purchasers.

## NORTH CAROLINA'S MARKETING PROGRAM

The Division of Markets and Rural Organization, B. F. Brown, Chief, Raleigh, N. C., is conducting its work according to the following plan:

1. Standardization -
  - a. Investigation of grades for tobacco, E. H. Mathewson.
  - b. Grading and stapling cotton, P. H. Hart
  - c. Investigation of proposed standards for grades and packages for fruits and vegetables preceding their consideration as State standards, Gorrell Shumaker.
  - d. Engineering service and designing warehouses in accordance with approved standards, J. M. Workman.
2. Organization -
  - a. Organization of cotton warehouse companies, T. B. Parker.
  - b. Organization of cooperative marketing associations for fruits and vegetables, Gorrell Shumaker.
  - c. Assistance with cooperative live-stock shipments, V. W. Lewis.
  - d. Organization of Credit Unions in rural communities, F. R. Yoder.
3. Surveys -
  - a. Survey of breeders of pure bred live-stock in the State, V.W. Lewis.
  - b. Survey of cotton marketing facilities with view of developing storage facilities in most suitable marketing centers, J. M. Workman.
  - c. Agricultural statistics, Frank Parker.
4. Administration of State Laws and Inspection Service -
  - a. Administration of State Warehouse Act, B. F. Brown.
  - b. Promulgating and enforcing grades and regulations for packing farm products as provided for under the Standardization Act, Gorrell Shumaker.
  - c. Supervision of Credit Union Activities, F. R. Yoder.
5. Dissemination of Market Information -
  - a. Crop reports.
  - b. News articles.
  - c. Market news service.
  - d. Weekly price report.
  - e. Farmers' market bulletins.
  - f. Demonstrations in grading and packing.
  - g. Exhibits.

----O----

The subject of marketing is being given first consideration in the Weekly Letter being issued by Fred W. Hofmann, Director, Greater Terre Haute Club, Terre Haute, Ind. In the letter issued under date of November 11, he says in part, "In order that farmers may conduct their business profitably, they must have a clearer conception of the elements which enter into the development of market trends. To understand these elements it is essential that the fundamentals of economics be understood more readily.....It is the purpose of this Bureau (Bureau of Markets, Greater Terre Haute Club) to publish in a frank and impartial manner a boiled-down digest of all available discussions of the fundamentals of marketing."



## CORN GROWERS TO RECEIVE LIBERAL CREDIT

A committee of eight has been appointed by the War Finance Corporation to aid in providing financial assistance to the farmers of the Corn Belt for the orderly marketing of their corn and for the feeding of live stock. The committee, to be known as the Corn Belt Advisory Committee, consists of the following members: Hon. Warren T. McCray, Governor of Indiana; E. T. Meredith, former Secretary of Agriculture; J. R. Howard, President, American Farm Bureau Federation; Edward Chambers, Vice-President of Atchison, Topeka & Santa Fe Railroad; Alexander Legge, General Manager of International Harvester Company; Charles Brand, Urbana, Ohio; Lloyd S. Tenny, Assistant to the Chief, Federal Bureau of Markets and Crop Estimates; and C. H. McNider, President of the First National Bank, Mason City, Iowa. Headquarters are being opened in Chicago.

The Committee will solicit the cooperation of the bankers throughout the Corn Belt, who will be urged to consider the problems of the farmers in their districts and to help them to secure adequate funds to meet the present financial situation. In the event that the local institutions are unable to supply the required financial aid, the Committee is expected to suggest the creation of additional facilities for financing the farmers. It is the opinion of the Committee and the Directors of the War Finance Corporation that existing conditions are such as to warrant the granting of liberal credits to assist the farmers in storing their corn and in purchasing feeder live stock through loan companies and banks.

-----O-----

The apple growers in the principal apple-producing counties of Ohio are planning to form local marketing organizations in order to grade, pack, advertise and market Ohio fruit on a standardized basis. Representative growers, accompanied by H. C. Ramsower, Director of the Extension Service, Ohio State University, Columbus, Ohio, and several other extension workers, recently visited some of the fruit-packing plants in western New York in order to study the operating methods employed there. The Ohio apple growers already have taken steps to establish local packing plants in their State, patterned after those in New York. After the local organizations have become firmly established, it is proposed to federate them into a State-wide organization.

-----O-----

The Extension Service of the College of Agriculture, Little Rock, Ark., has obtained, from the United States Department of Agriculture, two sets of lantern slides to be used in its live stock extension work. The set entitled, "Better Sires - Better Live Stock" illustrates how the use of better sires results in better market animals. The second set, "Market Classes and Grades of Farm Animals," was prepared from photographs secured by the Federal Bureau of Markets and Crop Estimates. This set of slides illustrates to the farmer the grades of his live stock and enables him to understand better the official market reports.

## A MILK MARKETING STUDY IN NEW JERSEY

A recent number of the City Market Letter issued weekly by the State Bureau of Markets and the New Jersey Federation of Women's Clubs, Trenton, N. J., is devoted to the subject of milk which is treated under three headings, namely, "Retail Prices," "Standard Grades for Market Milk," and "Questions to be Discussed in Club Meetings." Retail prices for different grades of milk are given for twelve cities and towns. The grades recommended are as follows: "Certified;" "Raw Tuberculin Tested;" and "Pasteurized," with but one grade for the latter instead of two or three as at present. This plan of grading, the article states, was approved at a recent conference of the New Jersey Department of Health, the State Department of Agriculture, representatives of producers' organizations, statewide women's organizations, and the State Health Officers' Association.

Four questions are suggested for consideration at the meetings of the women's clubs of the States: (1) What grades of milk are sold in your municipality? (2) What grades of milk are provided for by your city milk ordinance and what is the basis of these grades? (3) What is the difference in quality between the grades sold? (4) What are the selling prices of the various grades?

-----O-----

The South Dakota Department of Agriculture, Pierre, S. D., and the State College of Agriculture, Brookings, S. D., are cooperating in an investigation of the cost of producing farm products under average conditions in South Dakota. It is expected that data will be obtained that will be of great value to the farmers of the State in planning their affairs so as to yield the largest net return for capital and labor invested. M. R. Benedict, who has had experience in Minnesota and Wisconsin in conducting research work, has been employed by the State Department to take charge of the study.

-----O-----

At the New England fruit show, held at Concord, N. H., early in November, attractive exhibits from Connecticut, Maine, Massachusetts and New Hampshire were displayed. The principal feature of the New Hampshire exhibit was an outline map of the State, fourteen feet in height. Each county was outlined by a dark green border, and inlaid with apples of various colors. The Massachusetts exhibit stressed apple by-products, showing how the orchardist may utilize the culls and thereby receive a profitable revenue that is otherwise lost.

-----O-----

The Federal Bureau of Markets and Crop Estimates probably will open a market news reporting station at Sanford, Fla., December 5 to issue reports on lettuce. It is expected that reports on celery will be issued from this same station about January 15, 1922.



A recently conducted study of warehousing facilities and warehousing needs for agricultural products in Oklahoma brought to light many interesting facts. A careful survey of the existing warehouses resulted in the listing of 30 places for storing cotton - 9 small warehouses and 21 warehouse sheds at the 21 cotton compresses - 7 warehouses for storing broom corn and about 774 grain elevators and grain warehouses. The discovery of the great lack of adequate facilities for properly protecting Oklahoma's large cotton and broom-corn crops from the elements came as a surprise to those who appreciate the importance of properly handling crops from the time of harvesting until marketed. Not only are the storage places few in number but their capacity is small compared with the needs of the State. The survey was made by H. S. Yohe, Investigator in Marketing, Federal Bureau of Markets and Crop Estimates.

----O----

The administration of the Illinois apple law which became effective September 1, 1921, has been placed by the Director of the State Department of Agriculture in the Division of Foods and Pairies of which Alfred H. Jones, 1410 Kimball Building, Chicago, is Superintendent. In a recent communication from the Division relative to the enforcement of the law it was stated that it is proposed to proceed slowly enough to give the public an opportunity to become familiar with the provisions of the Act.

----O----

The practicability of marketing sweet clover seed cooperatively in North Dakota and Minnesota, and possibly Montana and South Dakota, was considered at a meeting held at Crookston, N. D., November 21, of State marketing officials, and officers of the Red River Valley Sweet Clover Seed Growers' Exchange of Grand Forks, N. D. Last year this Exchange handled about one million pounds of sweet clover seed for producers in the counties of Grand Forks and Polk.

----O----

Appreciating the fact that graded potatoes, as a rule, sell for more than ungraded stock the Agricultural College Extension Service of the Ohio State University, Columbus, Ohio, put on eleven potato-grading demonstrations in six counties during October. A hand-power potato grader with a daily capacity of a carload of potatoes was taken from demonstration to demonstration by means of an auto truck.

----O----

With the idea of inaugurating a radio market news service in Tennessee, A. L. Jerdan, Extension Agent in Marketing, College of Agriculture, Knoxville, Tenn., is making a survey of the radio facilities available in the State for receiving the market reports of the Federal Bureau of Markets and Crop Estimates.

The Texas-Oklahoma district of the Cotton Quotation Service of the Federal Bureau of Markets and Crop Estimates, has been divided into two districts, one comprising the State of Texas, the other the State of Oklahoma. The headquarters for the Texas district is Dallas, and for the Oklahoma district, Oklahoma City. The headquarters for the other districts into which the Cotton Belt is divided are: New Orleans, La.; Memphis, Tenn.; Atlanta, Ga.; and Charlotte, N. C. A weekly bulletin containing current information regarding cotton and cotton-seed marketing conditions is issued from each of the headquarters.

-----O-----

An investigation of marketing conditions is being made in Nebraska by order of the Governor of the State. This investigation will be largely under the direction of the State Department of Agriculture and the Department of Trade and Commerce. Leo Stuhr, Secretary of Agriculture, Lincoln, Nebr., will serve as Chairman of the investigating committee. The Department of Economics of the College of Business Administration of the University of Nebraska, Lincoln, has been assisting in the work by securing material to be used as a basis for the study.

-----O-----

On October 31, 1921, there were 582 warehouses licensed under the United States Warehouse Act. More than half of the number, 292, were licensed for the storage of grain; 274 were licensed for storing cotton; and 16 were licensed for storing wool. The 292 warehouses and elevators for storing grain had a combined capacity of 13,925,720 bushels, and the 274 cotton warehouses had a capacity of 1,127,380 bales. The administration of the Warehouse Act is vested in the Federal Bureau of Markets and Crop Estimates.

-----O-----

The Markets Division of the Alabama Department of Agriculture, Montgomery, Ala., is negotiating with manufacturers of radio equipment preparatory to purchasing the necessary apparatus for the dissemination of market news by radiophone. The Division proposes, as soon as satisfactory arrangements have been made, to conduct a campaign in order to interest the rural communities of the State in receiving the daily market news which the Federal Bureau of Markets and Crop Estimates is broadcasting.

-----O-----

The New Hampshire College of Agriculture, Durham, N. H., is offering the following economic courses: Rural Economics; Marketing; Principles of Economics, including agricultural problems; Introduction to Agricultural Economics; and Industrial and Commercial Geography, about two-thirds of this course dealing with the production and transportation of agricultural products.



At the request of the Extension Service of the University of Maryland, College Park, Md., R. G. Hill, Specialist in Fruit Transportation and Storage Investigations, Federal Bureau of Markets and Crop Estimates, recently visited two towns in Maryland to assist the county agent and the producers in solving some of their problems in marketing their sweet potato crop. Mr. Hill inspected a potato storage house and gave many suggestions as to how the house could be altered in order to insure the better storing of the potatoes. The manager of the sales organization formed to handle and market cooperatively the sweet potatoes in that vicinity, was advised of the most efficient manner of marketing the crop. Proper grading and packing methods were carefully explained. At an evening meeting of members of the association, Mr. Hill discussed the factors essential to the marketing of sweet potatoes with special reference to handling, storing and transportation.

-----O-----

Announcement is made by the United States Civil Service Commission of an open competitive examination for the positions of Grain Exchange Supervisor, at a salary range of \$2,400 to \$4,000 a year, and Assistant Grain Exchange Supervisor, salary range, \$1,800 to \$2,400 a year. Five vacancies in the United States Department of Agriculture in connection with the administration of the Future Trading Act are anticipated and will be filled from this examination. Applications will be rated by the United States Civil Service Commission as received and until further notice. Rating of the competitor will be based upon education and practical experience and upon a paper or discussion dealing with some phase of grain marketing.

-----O-----

A New England tobacco acreage report has been issued under date of November 18 by V. A. Sanders, Crop Statistician, Wakefield, Mass., who jointly represents the Departments (or Boards) of Agriculture of the New England States and the Federal Bureau of Markets and Crop Estimates. The report was made possible because of the cooperation of farm bureaus, county agents and the Connecticut Valley Tobacco Improvement Association. Acreage figures are given by counties and States for the more important grades of tobacco grown in New England.

-----O-----

Data upon prices paid for grain by local elevators in Nebraska, covering a number of years, are being collected by H. C. Filley, Head of the Department of Rural Economics, College of Agriculture, University of Nebraska, Lincoln, Nebr. Mr. Filley states that studies which use the average farm price of grain in the United States are of but little value in Nebraska because the price paid in this State for grain has always been less than the average price.

-----O-----

R. H. ELSWORTH,  
Acting in Charge,  
Division of Cooperative Relations.

# MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

November 30, 1921:

Number 38.

## MARKET NEWS BY RADIOPHONE IN KANSAS

A high-powered wireless telephone plant will be installed at the State Agricultural College, Manhattan, Kans., early in the coming year, and will be used for broadcasting market reports. It is the plan of the Extension Division to have a wireless telephone receiving apparatus placed in every county agent's office in Kansas that market reports may be received as fast as released and the information passed on to farmers and others in need of the latest news regarding supply, demand, and prevailing prices. It is expected that in addition to the official receiving stations there will be many volunteer stations at rural schools, farmers' homes and country newspaper offices. The sending station will be used for official college correspondence in addition to the sending out of market news.

0

The Bureau of Markets, State Department of Agriculture, Austin, Tex., has entered into a cooperative agreement with the Federal Bureau of Markets and Crop Estimates for the furthering of standard grades for fruits and vegetables. Existing standards for fruits and vegetables will be improved, as necessity requires, and grades established for those fruits and vegetables not already standardized, conforming, in so far as practicable, to standards promulgated, recommended or proposed by the United States Department of Agriculture and the Texas Department of Agriculture. According to the agreement, the State shipping-point inspection service will be developed and coordinated with that conducted by the Federal Bureau of Markets and Crop Estimates.

0

A Department of Economics has been established in the North Dakota Agricultural College, Agricultural College, N. D., by President John Lee Coulter. The personnel of the Department consists of the following who are connected with the economics work of the institution: C. E. Miller, Professor of Farm Management, Chairman; A. F. Hunsaker, Associate Professor of Social and Economic Science; Hutzler Metzger, Assistant Farm Management Demonstrator; T. S. Thorfinnson, Agent in Farm Management; W. R. Porter, Professor of Marketing and Organization; Rex Willard, Head of Farm Management Department; and Dr. Coulter, President of the College.



## MARKETING WORK IN PENNSYLVANIA

An outline of the work being conducted by the State Bureau of Markets, Harrisburg, Pa., has been prepared by Porter R. Taylor, Acting Director, as follows:

1. Branch Offices, W. H. Steinbauer, In Charge: Allentown, H. C. Marsh; Erie, L. P. Evans; Lancaster, E. A. Seaman; Philadelphia, W. C. Lynn; Harrisburg and York, W. F. Whitby; Wilkes-Barre and Scranton, L. D. Mills; Pittsburgh, J. A. Marks (Inspection) and K. K. Boyd (Reports).
2. Market Reports
  - a. Federal leased wire at Harrisburg and Lancaster
  - b. Daily reports of local markets to newspapers, covering produce, feed and grain, and live stock on Lancaster market; seasonal reports at Allentown on potatoes, Erie on grapes, and Harrisburg on apples and peaches.
3. Inspection

Conducting inspection service from all branch offices. By having joint employees, Federal certificates on interstate shipments may be issued at Philadelphia, Pittsburgh, Wilkes-Barre, Scranton, Harrisburg and York.
4. Standardization
  - a. Grain and Hay - G. A. Stuart
    1. Promoting Federal wheat grades.
    2. Improving production and marketing of grain and hay.
  - b. Potatoes and Vegetables - N. U. Blanpied.
    1. Educational work on grades and marketing.
    2. Shipping-point-inspection service on potatoes.
  - c. Fruit - W. C. Lynn
    1. Enforcement of apple packing law.
    2. Educational work on grades and marketing.
  - d. Tobacco - Otto Olson
    1. Investigation preparatory to establishment of grades.
  - e. Packages - Miss Achsah Lippincott
    1. Adoption of United States standard containers.
    2. Adoption of proposed United States containers when made legal.
5. Cooperative Organizations - H. A. Macrae
  - a. Organization of associations for purchasing and marketing.
  - b. Assistance to existing organizations.
  - c. Educational work for production organizations.
  - d. Annual reports of cooperative associations.
6. Public Markets - Miss Achsah Lippincott

Assistance in planning public markets.
7. Marketing Statistics
  - a. Retail and wholesale prices.
  - b. Carlot produce supply at distributing points.
8. Educational Work.
  - a. Articles, talks, and exhibits relative to better marketing.
  - b. Bulletins: "Farmers' Cooperative Associations in Pennsylvania;" in preparation, "Apple Industry of Pennsylvania," "Vegetable Industry of Pennsylvania" (4 bulletins), "Public Markets of Pennsylvania," and "Grading of Pennsylvania Wheat."

## STARTING A CAMPAIGN FOR COOPERATIVE MARKETING

"Suggestions for Commodity Selling Associations in New Jersey" have been formulated by Alexis L. Clark, Chief, State Bureau of Markets, Trenton, N. J., as a result of a year's study of farmers' cooperative marketing associations, and observations made during a recent visit to New York State and Michigan for the purpose of meeting the men in those States who have been blazing trails for the collective selling of farm products. Among the statements made in the list of suggestions is the following: "New Jersey farmers believe that collectively they can reduce the costs of marketing, build up distributing machinery which, while serving their immediate needs, will also prepare for future needs; and while serving themselves in an economic way will also improve their social conditions through promoting the spirit of service to others."

Thirteen definite suggestions are made relative to future action regarding collective bargaining on the part of the farmers. If these are followed there will appear shortly in New Jersey strong selling associations made up of self-governing locals. It is proposed to organize first the peach growers. One of the conclusions drawn by Mr. Clark is stated thus: "The problems connected with marketing New Jersey farm products are very similar to the problems of Danish farmers, California farmers and farmers throughout the world. In only one respect is there a real outstanding difference. New Jersey farms are practically at the door of the greatest markets in the world. A score of different ways of selling are open to them. This great natural advantage is responsible more than anything else for the indifference of New Jersey growers to orderly marketing. It must be recognized and cherished rather than blissfully ignored as in the past."

---O---

The value of the shipping-point inspection service is demonstrated by the following example cited by C. M. White, Chief, State Bureau of Markets, Augusta, Me. A broker in one of the important producing centers of the State recently offered by wire to the Boston market, thirteen cars of potatoes for sale, stating that two of the cars were from a shipper with a long established reputation for high grade stock, and that one car had been passed upon by the State inspector. The broker received bids on the two cars of potatoes from the grower whose produce was well-known, and on the car from the unknown farmer who had had his potatoes inspected. The other ten cars were left unsold.

---O---

"A Market for Mississippi Corn" is the title of an article in the November issue of the Mississippi Demonstrator, Agricultural College, Miss., by Miss Susie V. Powell, Assistant Director in Charge of Home Demonstration. Miss Powell urges that the bringing of corn products into the State be discontinued and that Mississippi people, instead of eating corn produced in other States, consume the home product. She tells of the various dishes that may be prepared from corn products.



In an article on cooperation published in the October issue of the Connecticut Extension Service News, Paul Mehl of the marketing staff of the Connecticut Agricultural College Extension Service, Storrs, Conn., is quoted as follows: "Throughout the United States people are learning that there is an international, national, interstate and inter-community, as well as a community inter-dependence. When producers have learned to work together in a community they have made the first step in cooperation which in its last analysis means nothing more than putting yourself in a position so that others can work with you. Cooperation means the putting forth of concerted action and the submerging of personal ego for a common benefit."

-----O-----

A chart showing the trend of purchasing power, 1913-1921, has been prepared in the Office of Farm Management and Farm Economics, of the United States Department of Agriculture. The chart is in two sections, one showing the purchasing power of wheat, corn, cotton, meat animals, and all crops at farm prices, and the other showing the relation of the commodity groups, textiles, farm products, metals, fuel and building material at wholesale prices. In each case the average of the figures for 1913 is used as 100. A limited number of copies of this chart are available for distribution.

-----O-----

A Club Market was conducted at the Mississippi State Fair at Jackson, Miss., this fall by the home demonstration club of the State under the supervision of Mrs. F. A. Eldred, Market Specialist, Agricultural College, Miss. Among the products sold by the club members were: honey, fig preserves, fig jam, dewberry jam, pear preserves, peanut butter, canned tomatoes, soup mixture, pimentos, mustard pickles, and pecans. The buying was done very largely by the housekeepers and merchants of Jackson. Plans are already being formulated for another sale next year.

-----O-----

The State Bureau of Markets, Atlanta, Ga., has pledged its support to a movement - which already has considerable momentum - to establish local farmers' cooperative marketing associations throughout the State. Cooperative elevators have been established already at two points and the work of forming associations at six other points is well under way. It is predicted that at least twenty-five local marketing associations will be functioning by Spring.

-----O-----

The judging of case lots of eggs, with a silver cup for the winner, is a feature being arranged for the State Poultry Show, Helena, Mont., January 9-14, 1922. The lots will be judged by Professor W. F. Schoppe of the Montana College of Agriculture, Bozeman, Mont., according to uniformity of size and color and method of packing.

Don Livingston, State Commissioner of Agriculture, Pierre, S. D., in a recent news release, suggests that, owing to inadequate markets in this country for the surplus corn produced this year, Congress appropriate one hundred million dollars for the purchase of corn and hog products for the relief of starving Europe. Mr. Livingston believes that the relief should be extended "as a gift where necessary, and as a loan where conditions justify." His reasons for this method of disposing of the surplus corn are summarized as follows: "By disposing of a portion of our surplus, in this way, we would be converting food products of little present value to us into a wealth beyond measure to those receiving it. This disposition of our food products would reduce our immense surplus and raise the level of demand here to that extent. The example set and confidence inspired by such action on our part, would be far reaching, and demonstrate that we as Americans are ready to lead."

----O----

The State Division of Markets, Richmond, Va., estimates that the "For Sale" and "Want" service which it conducts was worth \$13,825.44 to the farmers of Virginia during the past twelve months. The estimate is made on the basis of data obtained through a questionnaire recently sent out. The Virginia service is conducted on a large scale. The "For Sale" and "Want" listings occupy from six to nine pages in a monthly bulletin of which more than 72,000 copies are distributed. Upon the basis of twelve issues of the bulletin a year and the figures given above, it appears that the benefits of conducting this service amount to 1.6 cents for each copy of the bulletin printed.

----O----

"Better Staple Cotton is Safe Road to Success" is the theme of an article by John D. Beers, Cotton Specialist, in the November issue of the Extension Service News, College Station, Tex. Mr. Beers points out that cotton having a staple length of 1 1/16 inches, or more, brings a premium on the markets. Among other things, he says, "County agents can do a very constructive piece of work in their counties, a piece of work which will bring large financial returns to their farmers next year, if they will start campaigns for the planting of cotton seed of the better staple varieties."

----O----

The planting of one variety of cotton in a community is being encouraged by A. L. Jerdan, Extension Agent in Marketing, and L. A. Huff, Cotton Marketing Specialist, University of Tennessee, Knoxville, Tenn., in a series of meetings which they are conducting throughout the cotton producing sections of the State. The advantage that such standardization of variety means to successful cooperative marketing, is being explained. In most instances the farmers have unanimously accepted the suggestion and have agreed to plant one standard variety of cotton for the next season.



A cooperative agreement has been entered into by the State Department of Markets, Madison, Wis., and the Federal Bureau of Markets and Crop Estimates, whereby a joint representative is to continue the study started in Wisconsin early in the present year relative to the cost of distributing milk. The plants of milk distributors in the larger Wisconsin cities were visited by an accountant and the data bearing upon the cost of distribution taken from the books of the various companies. It is now proposed to supplement the information already obtained with the latest available data. In addition to this study, the joint representative will also collect figures bearing upon the cost of retailing meats. This latter investigation is a part of an extensive study being conducted over the corn belt area as to the cost of marketing live stock.

-----O-----

The November issue of the Extension Service News, New York State College of Agriculture, Ithaca, N. Y., contains an article entitled, "Prices to New York Farmers, and Conditions," which gives index figures for prices paid to New York farmers for farm products, and index figures for purchasing power based upon the prices. The figures show that in September apples had a purchasing power of 143; chickens, 131; potatoes, 129; eggs, 112; buckwheat, 110; and the other 16 products listed had a purchasing power of less than 100. The lowest purchasing power shown was for horses in which case it was but 51. The next lowest was for beef cattle, the figure being 56.

-----O-----

Twenty-five students are enrolled in the course in cooperative accounting being given by the Department of Economics of the University of Minnesota, St. Paul, Minn. In this course the general accounting principles are first taught and then specific instruction is given in accounting procedure for various types of cooperative companies. Bulletins issued by the Federal Bureau of Markets and Crop Estimates are being used in the course, as well as various accounting forms prepared by the Bureau.

-----O-----

According to a statement made by the Missouri State Board of Agriculture, Jefferson City, Mo., a survey was made recently covering a large number of mills and elevators in the State to learn what percentages of the 1921 wheat crop fall within each of the specific grades. The percentages are as follows: Number One, 3.8; Number Two, 24.2; Number Three, 35.0; Number Four, 22.8; Number Five, 9.2; under Number Five, 5.0.

-----O-----

The Food Products Inspection Service of the Federal Bureau of Markets and Crop Estimates is now prepared to make inspections on shelled Spanish peanuts at Boston, Chicago, Cincinnati, Kansas City, Minneapolis, New York, Philadelphia and St. Louis.

Arthur T. Nelson has been appointed State Marketing Commissioner by the Missouri State Board of Agriculture, to be in charge of the State Marketing Bureau, Jefferson City, Mo., for a term of four years at a salary of not less than \$4,500 a year. Mr. Nelson as a member of the State Board of Agriculture for more than twenty years, has had practical experience in both the production and marketing phases of agriculture. Early in December he will take up his new duties with the Marketing Bureau.

----O----

The New Mexico College of Agriculture, State College, N. M., is offering the following three courses in agricultural economics: Farm Management by the Agronomy Department, Farm Cost Accounting by the Commercial Department, and Rural Economics by the Department of History and Economics.

----O----

A. G. Hamilton, Extension Agent in Marketing, Louisiana State University, Baton Rouge, La., has assisted the growers of Lespedeza seed to form the Lespedeza Growers' Cooperative Association, Inc., with headquarters at Baton Rouge, La. This association includes a number of the large growers of the State.

----O----

A special supplement of the State's Marketing Bulletin, Markets and Warehouse Department, Austin, Tex., was issued under date of November 18 for the purpose of giving speedy dissemination of facts and figures of significance to farmers having cabbage, onions and tomatoes ready for market.

----O----

"Proposed Reforms in the System of Food Distribution" is the subject of an article by Dr. William R. Camp, Associate Professor of Rural Institutions, University of California, Berkeley, Calif., appearing in the November issue of the Journal of Political Economy.

----O----

The State Board of Agriculture, Oklahoma City, Okla., and the Federal Bureau of Markets and Crop Estimates have entered into an agreement for conducting the crop reporting service in the State on a cooperative basis.

----O----

A short course in cotton classing is announced by the North Carolina State College of Agriculture, Raleigh, N. C., for the two weeks beginning January 19.



The Third Annual Convention of the National Association of State Marketing Officials was held in Chicago, Monday and Tuesday of this week. The attendance was good, representatives being present from a large number of the State divisions of markets, also a large delegation from the Federal Bureau of Markets and Crop Estimates. The program arranged for the occasion proved to be a strong one, both because of the prominence of the men who took part and the current importance of the several subjects considered. Progress was made in crystalizing opinions regarding what should be the attitude of State and Federal officials toward some of the more pressing present day marketing problems.

-----O-----

In order to develop closer cooperation in the utilization of the Federal leased wire facilities and to study the possibilities of extending the use of wireless for the dissemination of marketing information, J. C. Gilbert, Specialist in Market Extension, Federal Bureau of Markets and Crop Estimates, is conferring with State marketing representatives or College officials in Illinois, Missouri, Nebraska, Iowa, Wisconsin, Minnesota, Michigan, Ohio, West Virginia and Pennsylvania.

-----O-----

W. A. Sherman, Specialist in Charge, Fruit and Vegetable Division, Federal Bureau of Markets and Crop Estimates, is on his way to Spokane, Wash., where he will attend the Pacific Northwest Potato Show and Conference, December 12-17, and speak on the benefits of cooperative inspection by State and Federal agencies.

-----O-----

"The State Marketing Bureau" is the subject of the address to be given by Arthur T. Nelson, State Marketing Commissioner, Jefferson City, Mo., at the sixty-fourth annual meeting of the Missouri State Horticultural Society, at Hannibal, Mo., December 1-3.

-----O-----

Dr. H. C. Taylor, Chief, Federal Bureau of Markets and Crop Estimates, addressed the National Association of County Agricultural Agents, at the annual meeting in Chicago, November 30, on the subject, "The Farmer and His Market."

-----O-----

R. H. ELSWORTH,  
Acting in Charge,  
Division of Cooperative Relations.

# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY  
STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF  
MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

December 7, 1921.

Number 39.

## MISSOURI ESTABLISHES MARKET NEWS SERVICE BY RADIOPHONE

A high-powered transmitting wireless telephone will be installed in the office of the Missouri State Market Bureau, Jefferson City, Mo., and will be ready for disseminating marketing information about December 20. From a drop of the leased wire of the Federal Bureau of Markets and Crop Estimates, government reports from the larger market centers of the country will be received and transmitted over the radiophone to all sections of Missouri and to neighboring States. With the aid of field representatives, the Marketing Bureau is planning to hold demonstrations in various rural communities of the State in order to interest farmers, dealers and shippers in installing the necessary apparatus for the regular receiving of the market news information. It is anticipated by the Marketing Bureau's officials that telephone offices, newspaper offices, chambers of commerce, offices of county agricultural agents, banks, high schools, and cooperative marketing associations will be among the first to install receiving sets.

This new service has been widely advertised throughout Missouri by the State Marketing Bureau and much interest has already been manifested.

---O---

The Governor of the State of Wisconsin, in a proclamation, calls the attention of the people of the State to the Wisconsin Markets Exposition, being held in Milwaukee, Wis., December 5-10. This Exposition, which is under the supervision of several of the large agricultural interests of the State including the Wisconsin Department of Markets, was planned for the purpose of acquainting the people of the State and country in general with the benefits to be derived from established grades and quality brands of Wisconsin farm products. Samples of graded and branded farm products are on display. It is expected, by those in charge, that by this means of advertising, buyers from all over the country will be attracted to Wisconsin-grown farm products. Men of national prominence are taking part in the educational work of the Exposition, speaking upon such subjects as better products, better machinery and better markets. Every feature of the Exposition is designed to educate growers as well as buyers in the agricultural industry, from seeding to marketing.



## NEW OFFICERS ELECTED BY STATE MARKETING OFFICIALS

Members of the National Association of State Marketing Officials, at the third annual meeting of the Association held in Chicago, November 28 and 29, elected the following officers for the coming year:

President, A. L. Clark, Chief, Bureau of Markets, Trenton, N. J.;  
Secretary, W. A. Munson, Director, Division of Markets, Boston, Mass.;  
Treasurer, D. C. Rogers, Agent in Marketing, State Marketing Bureau, Jefferson City, Mo.

The chairman of the standing committees are as follows:

Standardization, L. G. Foster, Deputy Commissioner, Department of Markets, Madison, Wis.;  
Cooperative Organizations, Hugh J. Hughes, Director of Markets, Department of Agriculture, St. Paul, Minn.;  
Transportation, H. N. Allen, Special Assistant to the Commissioner of Agriculture, Pierre, S. D.;  
Legislation, J. H. Meek, Director, Division of Markets, Richmond, Va.;  
Sales and Consignments, C. R. White, Director, Bureau of Cooperative Associations, State Division of Foods and Markets, Albany, N. Y.;  
Market Reporting and Statistics, P. R. Taylor, Acting Director, Bureau of Markets, Harrisburg, Pa.;  
City Marketing, G. V. Branch, Marketing Director, Department of Public Welfare, Detroit, Mich.

The Executive Committee is composed of the President; Secretary; Treasurer; Dr. H. C. Taylor, Chief, Federal Bureau of Markets and Crop Estimates; and L. G. Foster, Madison, Wis., the resigning President of the Association.

-----O-----

A careful study of the grades recommended by the Federal Bureau of Markets and Crop Estimates for cucumbers and peaches was made by the North Carolina Division of Markets and Rural Organization, Raleigh, N. C., during the year ending December 1, preparatory to their adoption as the official grades for the State. The strawberry grades adopted for the State in 1920 were enforced, with the result the North Carolina berries sold favorably on the northern markets during the past season. The deceptive pack has been eliminated to a large extent by the strawberry growers. The Division is also doing what it can, with limited funds, to further the use of standard grades for white potatoes and sweet potatoes. In its standardization work among the growers, the Division of Markets has endeavored to be lenient and to proceed slowly, using educational methods among the larger producers of the State in order to accomplish the desired results.

-----O-----

In working out the budget for the fiscal year commencing December 1, the State Division of Markets and Rural Organization, Raleigh, N. C., has made an allowance for the purchase of a wireless receiving set to be used in receiving the Government's market reports.

Marketing subjects will make up the program for the first day of the Twelfth Annual Session of the Colorado Farmers' Congress, being held this week at the Colorado Agricultural College, Fort Collins, Colo. E. W. Stillwell, Investigator in Marketing, Federal Bureau of Markets and Crop Estimates, who has been in Colorado for several months assisting in establishing a State inspection service on fruits and vegetables, will talk upon the subject, "Some of the Activities of the Bureau of Markets and Crop Estimates and Their Relation to the Grower." "Marketing Vegetables" will be discussed by W. F. Allewelt, Director of Colorado Division of Marketing. L. A. Moorhouse, Head of the Department of Economics and Sociology of the Colorado Agricultural College, is on the program for a talk on "What Colorado Should Grow Next Year." The subject of grain marketing will also be considered. "Financing the Farmer" is the general subject to which the second day of the Congress will be devoted. The question of farm loans will be explained at this time to the farmers of the State by the President of the Farm Loan Bank at Wichita, Kans. The third day will be given over to talks and discussions on transportation, freight rates and highways. The fourth day is called "Rural Life Day" and matters pertaining to rural life conditions in Colorado will be considered.

\_\_\_\_0\_\_\_\_

"A better marketing system is greatly needed and will do more than possibly any other one thing at this time to help solve the farmers' problems, but no marketing system can do it all." This statement was made by John R. Hutcheson, Director, Extension Service, Virginia Polytechnic Institute, Blacksburg, Va., in an article entitled, "The Necessity for Economic Production of Farm Products" appearing in the November issue of the Extension Division News. Mr. Hutcheson says further, "Economic production is the first step in successful marketing and for this reason I am firmly convinced that much study should be given to this matter during the period of readjustment."

\_\_\_\_0\_\_\_\_

The Division of Markets and Rural Organization, Raleigh, N. C., is planning to publish one printed market and crop report bulletin and one mimeographed press report, to take the place of the seventeen different mimeographed and printed publications which it is now issuing in connection with its marketing and crop reporting service. For this work a special budget is being requested.

\_\_\_\_0\_\_\_\_

The results of the study of the cost of distributing milk made in Wisconsin during 1920, have been published as Bulletin No. 14 by the Wisconsin Department of Markets, Madison, Wis. This thirty-three page bulletin sets forth only the actual facts as developed by the investigation, and does not attempt to discuss the merits or demerits of the questions raised.



The organization of associations for the cooperative selling of farm produce was given considerable attention by the Division of Markets and Rural Organization, Raleigh, N. C., during the fiscal year ending December 1, 1921. The Mount Olive Truckers' Association, an organization handling all kinds of truck except cantaloupes, is now being assisted in reorganizing under the new cooperative law of the State. The cantaloupe growers in Scotland County were organized for the cooperative marketing of two hundred thousand crates of Rocky Ford melons. Inspectors were appointed to see that the contents of every package was carefully gathered, correctly graded and properly packed. This association guaranteed an honest pack, grade and count for all its produce. It is anticipated that similar organizations of cantaloupe growers will be established in other sections before the next shipping season. An organization of sweet potato growers at Rocky Mount was perfected during the year, with a subsidiary storage corporation for handling the potatoes of growers not owning storage houses. It is proposed by the Division of Markets, as conditions warrant, to assist in the formation of other organizations along similar lines so that the federation of all into one large central organization will be an easy matter.

\_\_\_\_0\_\_\_\_

"Economic Importance of Corn in Louisiana Agriculture" is one subject which will be discussed during the Corn Show and Farmers' Week to be held at the Louisiana State University, Baton Rouge, La., January 9-14. Motion pictures on the subject of harvesting and storing sweet potatoes will be shown as one feature of the program.

\_\_\_\_0\_\_\_\_

A course in the marketing of farm products will be one of the eighteen short courses which the Agricultural College of Utah, Logan, Utah, will give during the two weeks beginning January 9. Assigned study and class discussions on practical phases of the subject will be the primary features of the course.

\_\_\_\_0\_\_\_\_

A sweet potato exhibit showing the growth of the sweet potato industry during the past few years and the approved methods of curing and marketing the crop was prepared by M. Hull, Sweet Potato Specialist, Extension Service of the Louisiana State University, Baton Rouge, La., for display at the State Fair in November.

\_\_\_\_0\_\_\_\_

The tentative grades for grain sorghums, prepared by the Federal Bureau of Markets and Crop Estimates, have been adopted and are now being used in 15 markets in Kansas, 8 in Missouri, 3 in Texas, one in Illinois, and one in Arkansas. All 28 of these markets handle large quantities of grain sorghums.

A recent press release states that a national marketing board has been established by the Government of the Island of Newfoundland. This board will be largely engaged in promoting the welfare of the Newfoundland fishermen, who have formed a cooperative marketing organization to handle the business of marketing and exporting the codfish for which the island is famous.

— 0 —

Dr. Ivan Wright, Department of Economics, College of Commerce, University of Illinois, Urbana, Ill., contributed an article entitled, "High Prices, but Not Big Profits" to the October 20 issue of the Chicago Drovers' Journal. The article is illustrated with a graph showing the January 15 and July 15 wholesale prices of cattle, wheat, hogs, cotton, corn and wool from January, 1913, to July, 1921.

— 0 —

A demonstration of the methods used in grading grain was given at the Grain Division Branch Office, St. Joseph, Mo., for the benefit of sixty students from the State Teachers College, Marysville, Mo., and for high school students from Nodaway County. The functions of the grain standards Act were also explained to the visitors.

— 0 —

T. H. Wolfe, Associate Agronomist, Virginia Polytechnic Institute, Blacksburg, Va., visited the Washington office of the Federal Bureau of Markets and Crop Estimates last week, for the purpose of conferring with specialists in the Grain Division relative to a course in grain grading which he proposes to establish in the near future.

— 0 —

The circular entitled "Wool Marketing Information" which was prepared in the Federal Bureau of Markets and Crop Estimates, is being distributed in quantity by the Norfolk and Western Railroad in its effort to establish, on a better business basis, the wool marketing activities of the farmers served by the railroad.

— 0 —

"Suggestions for an Ordinance to Establish, Locate, Regulate, and Maintain a Public Farmers' Market, and for Other Purposes" are given in Service and Regulatory Announcements (Markets) No. 69, recently issued by the United States Department of Agriculture.

— 0 —

R. H. ELSWORTH,  
Acting in Charge,  
Division of Cooperative Relations.



The subject of shipping-point inspection is to be given special consideration at the grade and pack conference to be held in Spokane, Wash., December 15, at the close of the annual convention of the Washington Horticultural Association. It is reported that the apple growers of the Wenatchee district desire that State inspection of orchard products be discontinued. These growers feel that the rules of the inspection service have been stricter than necessary to meet the requirements of the trade. The Federal Bureau of Markets and Crop Estimates will be represented at the Spokane meeting by W. A. Sherman, Specialist in Charge, Fruit and Vegetable Division; H. W. Samson, Specialist in Standardization; and F. S. Kinsey, Supervising Inspector.

\_\_\_\_0\_\_\_\_

The market statistics which have been collected and compiled by the Federal Bureau of Markets and Crop Estimates during the last five years have been brought together and published as Department of Agriculture Bulletin No. 982. The statistics have been grouped in six parts as follows: Live Stock and Dressed Meats; Wool; Dairy Products; Poultry and Oleomargarine; Grain, Hay, Feed and Seed; Fruits and Vegetables; and Cotton. The statistical tables given cover over 270 pages of bulletin size.

\_\_\_\_0\_\_\_\_

Elmo Ragsdale, Extension Agent in Marketing, Athens, Ga., has been assisting the operators of the sweet potato storage houses of the State in curing this year's crop. Mr. Ragsdale reports that many small cooperatively-owned storage houses are operating for the first time this season, and necessarily need advice as to the approved methods to be used in curing the potatoes. However, according to Mr. Ragsdale's recent investigations, most of the houses are being handled in a satisfactory manner.

\_\_\_\_0\_\_\_\_

In order to obtain first-hand information regarding the methods used in sampling grain, N. Schmitz, Professor of Agronomy, Pennsylvania State College of Agriculture, State College, Pa., recently accompanied the Federal grain samplers in Baltimore on their trips to the railroad yards and elevators in that city. Professor Schmitz was also much interested in the loading of grain for export shipments.

\_\_\_\_0\_\_\_\_

T. H. Gooding, Assistant Professor of Agronomy, College of Agriculture, Lincoln, Nebr., recently took his entire class to the Branch Office of the Grain Division of the Federal Bureau of Markets and Crop Estimates, Omaha, Nebr., to observe a grain-grading demonstration. The equipment used was carefully explained to the students, as well as the official grain standards.

# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

---

December 14, 1921

Number 40.

## PROPOSED WORK FOR ENLARGED BUREAU

The Secretary of Agriculture in his annual report to the President of the United States outlines the various types of work which it is proposed shall be taken up by the enlarged bureau to be formed by the consolidation of existing organizations and which it is suggested shall be known as the Bureau of Agricultural Economics. The Secretary's report reads in part as follows:

"It is proposed to merge into this one bureau all the forces of the department which are engaged in agricultural economic work. The purpose is to inquire into every economic condition and force which has an influence upon either production or price, for the one depends upon the other. We shall begin with the study of farm management, types of farming, cost factors, market grades, and practices as they bear on farm management. The cost of production and distribution will be studied at each stage along the way. Investigations will be made in land economics with a view to encouraging a wholesome system of land tenure; the marketing of farm products with a view to better organizing distribution; market conditions, standardization, and grading of products; collection of statistics of production and distribution; crop and live-stock production both in the United States and in foreign lands; prices of farm manufactured products; historical and geographical studies in production and distribution with a view to interpreting the trend of agricultural prices and production, the development or decline of markets, and generally the geography of the world's agriculture; methods of finance; insurance of buildings, live stock, and stocks in storage; taxation and its relation to production and distribution; the financing of rural public utilities and other group enterprises; agricultural conditions in countries which compete with the United States; the characteristics and changes in rural home life and its relation to agriculture; the trend of agriculture and population; in short, everything which may be helpful to the farmer in producing with judgment. Such studies and investigations will be just as helpful to the consumers as to the producers, for the ultimate purpose is to make sure that our people are abundantly supplied with the products of the soil at prices which will both sustain our agriculture and be just to the consumer."



## PUBLICATIONS OF INTEREST TO MARKETING MEN

"Tobacco in Wisconsin" is the subject of Bulletin No. 337, recently issued by the Experiment Station of the University of Wisconsin, Madison, Wis. In addition to discussions regarding the cultivation of tobacco, a few pages of the bulletin are devoted to the harvesting of the crop, including curing and grading preparatory for market.

"The Credit Association as an Agency for Rural Short-Time Credit" is the subject of Circular No. 197 recently issued by the United States Department of Agriculture. The Circular contains a suggested State law, based upon existing laws, for the formation of credit unions.

The State Bureau of Markets, Little Rock, Ark., has issued a 225-page report containing a list of cooperative organizations, cotton gins, elevators, warehouses, oil mills, compresses, flour mills, grist mills, and all industries of the State using farm products.

"Harvesting, Storing and Marketing Sweet Potatoes" is discussed in Bulletin No. 244 issued in October by the Extension Division of the State College of Agriculture, Athens, Ga. M. C. Gay, State Agent in Marketing, is author of the bulletin.

"Roadside Markets" is the title of Extension Leaflet No. 30 just published by the Massachusetts Agricultural College, Amherst, Mass. The subject matter was prepared by Dr. R. J. McFall, Professor of Marketing.

-----0-----

A circular recently issued by the Agricultural Extension Service of the University of Minnesota, St. Paul, Minn., gives a summary of reports received from 214 cooperative creameries located in various sections of the State. This summary shows that the creamery patrons were paid from 30 to 52 cents a pound for butterfat delivered during the month of September, four creameries paying the higher figure. Over half of the creameries paid 46 cents or more. The average net price for all the creameries was 46.79 cents. The purpose of the circular is to point out that butter is sold at different prices, these prices depending upon quality, and to urge Minnesota dairymen and buttermakers to try to produce an article which will bring the top price.

-----0-----

The State Bureau of Markets, Little Rock, Ark., enforces the State gin regulation laws which enable the grower to obtain certified samples of his cotton, the first step in the establishment of the cooperative warehouse plan of marketing. The Bureau exercises supervision over licensed warehouses, stores and selling agencies operated by cooperative organizations of farmers. Under its provisions corporations may be organized for the conduct and operation of warehouses, elevators and other storage facilities.

## WISCONSIN COOPERATIVE LAW AMENDED

The statutes of Wisconsin relating to cooperative associations were materially amended by the legislature at its 1921 session. According to the law as it now stands, the term, "cooperative basis," as applied to associations, means the recognition of the following principles: (1) each member one vote and only one, (2) no proxy voting except in case of territorial delegates, (3) rate of dividends upon stock limited to eight per cent, and (4) proceeds of business to be distributed among patrons in accordance with the volume of business transacted by each. The law provides for associations with common or preferred stock or both, also for associations formed on a membership basis without capital stock.

Provision is made for contracts between an association and its members whereby the "members agree to sell all or a specified part of their products to or through, or to buy all or a specified part of goods from or through the association." Such contracts are limited to five years but may be made self-renewing for periods not exceeding five years. Such contracts may provide for liquidated damages for breach of contract, may also provide for injunctions to prevent breach, and for the issuing of decrees of specific performance.

In associations organized with capital stock it is mandatory upon the directors to apportion annually the net profits by setting aside at least ten per cent for a reserve fund until such fund equals thirty per cent of the paid-up common stock, to declare a dividend upon the paid-up capital stock at a rate not exceeding eight per cent, which dividend shall not be cumulative. The directors may then set aside not to exceed five per cent of the remaining net profits as an educational fund, may grant a bonus to employees based upon the amount of compensation received, and the directors shall distribute all the remaining net profits by dividends to patrons based upon the volume of business of each patron. The rate of patronage dividends to non-stock holders shall be one-half that of dividends to stock holders. Provision is made for applying dividends of non-stock holders to payment for shares of stock.

The State Department of Markets is directed, upon request, to assist the attorney-general in the enforcement of those parts of the law which carry penalties for their violation.

The amended law has been printed in bulletin form by the Secretary of State, Madison, Wis.

---0---

F. S. Kinsey, Supervising Inspector of Fruits and Vegetables, Federal Bureau of Markets and Crop Estimates, who has been assisting for the past few months in establishing State inspection services in Washington and Idaho, has completed his work in these States, and is proceeding to Austin, Tex., where he will conduct a similar line of work. The State Bureau of Markets, Department of Agriculture, in establishing a State inspection service for fruits and vegetables, has requested this assistance, in order that the State and Federal methods of conducting inspections may be coordinated.



The seventh annual conference of the Tennessee Extension Workers is being held this week at the Agricultural College, University of Tennessee, Knoxville, Tenn. The following subjects pertaining to various phases of marketing will be discussed during the session of the conference given over to that subject: "Commodity Marketing," by G. O. Gatlin, Assistant, Division of Cooperative Relations, Federal Bureau of Markets and Crop Estimates; "State Wool Pool," by G. T. Willingmyre, Specialist in Marketing Wool, Federal Bureau; "State Fertilizer Pool," by C. E. Brehm, Assistant Director, Extension Service; "Strawberries, Fruits and Sweet Potatoes," by B. C. Mowmaw, formerly with the Federal Bureau of Markets and now in commercial work; "Live Stock Marketing," by A. L. Jordan, Agent in Marketing; "Cotton Marketing," by L. A. Huff, Cotton Marketing Specialist. The session devoted to dairying will include discussions on "The Relation of the Cooperative Creamery to the Agriculture of Tennessee," and "Organization of Cooperative Cheese Factories." The method of conducting cooperative live-stock sales will be explained; and also demonstrations of judging hogs, cattle and sheep given.

---O---

An informal conference of the State Food Products Inspectors of Pennsylvania was called by P. R. Taylor, Acting Director of the State Bureau of Markets, Harrisburg, Pa., December 12 and 13, for the purpose of discussing the various phases of the inspection service and of solving some of the perplexing problems which arise from time to time. F. G. Robb, Specialist in Food Products Inspection, Federal Bureau of Markets and Crop Estimates, spoke regarding the cooperative work of the Federal Inspection Service. L. S. Tenny, Assistant to the Chief, Federal Bureau, discussed the cooperative work of the Federal Bureau as conducted in the different States. A. L. Clark, Chief, New Jersey Bureau of Markets, explained the activities of his Bureau along these lines. The work of the county agent with the State Bureau of Markets was outlined by the State County Agent Leader.

---O---

During the Creamery Managers' Conference held under the auspices of the College of Agriculture, University of Vermont, Burlington, Vt., November 29 to December 2, it was voted to form an association of creamery operators for the purpose of assisting the creamerymen of the State with their problems, and of encouraging higher efficiency in creamery management and operation. A committee representing both cooperative and proprietary plants was appointed to draw up the constitution and by-laws which will be presented to the creamerymen at a meeting of the Dairymen's Association to be held in January.

---O---

The extension organizations in Missouri, Iowa and South Dakota have been using the set of lantern slides on "Market Swine" prepared recently by the United States Department of Agriculture.

In an article entitled, "Improve Marketing by Education" by Theodore Macklin, Professor of Agricultural Economics, University of Wisconsin, Madison, Wis., which appears in the December 3 issue of the American Farm Bureau Weekly News Letter, the statement is made that an improvement in marketing must come. During the past ten years of development of the present marketing system, Dr. Macklin states that "a tremendous demand for results has taxed the resources and ingenuity of agricultural colleges and market departments." In spite of the efforts of the agricultural colleges of the country to meet these demands, their results have been limited by "first, inadequate facts; second, scarcity of trained and experienced personnel; and third, by lack of public understanding of what marketing is and does, or what a marketing system can be made to do, and of how it may be constructively improved." Dr. Macklin insists that educational work along marketing lines is imperative if marketing is to be improved and urges the farmers to realize the importance of having adequate marketing work developed in the agricultural colleges of all the States.

-----O-----

In an article entitled, "Fruit Growers Better Watch Markets" in the December number of the Extension Service News, published by the University of Maryland, College Park, Md., S. B. Shaw, Specialist in Horticulture, is quoted as follows: "Eastern fruit growers will be compelled to exercise in future much greater care in production, grading and packing and in conforming to strict market requirements if they are to compete successfully with the fruit grown in the Pacific Northwest. It is in marketing methods particularly that the Eastern grower is being outmaneuvered. Consequently Eastern growers, and more particularly Maryland growers, should henceforth give strict attention to the grading and marketing of their fruit to offset the keen competitive methods of Western producers."

-----O-----

At the fifty-first annual convention of the Michigan State Horticultural Society, held in Grand Rapids, Mich., December 6-8, a morning session was devoted to the subject of fruit storage and distribution. C. W. Mann, In Charge, Preservation of Fruits and Vegetables, Federal Bureau of Markets and Crop Estimates, delivered an address on the subject, "Cold Storage and Pre-Cooling." The marketing and distribution of fruits was discussed by the manager of a large fruit growers' exchange in Michigan.

-----O-----

An abstract of an address on the subject, "Balancing Production and Marketing Programs" given by F. W. Peck, Director of the Extension Service of the University of Minnesota, St. Paul, Minn., at the recent annual conference of the State extension workers, is contained in the December number of the Minnesota Extension Service News.



Announcement is made by the United States Civil Service Commission of open competitive examinations for Live Stock Market Reporter and Meat Market Reporter. These examinations are given primarily to fill vacancies in the field service of the Federal Bureau of Markets and Crop Estimates. The entrance salaries for these positions range from \$1,800 to \$2,400 a year depending upon the qualifications of the appointee. The rating of the applicant will be based upon education, experience and fitness, and upon a thesis dealing with some phase of the marketing of live stock or distribution of meats or other animal products. Applications will be received by the United States Civil Service Commission until January 17, 1922.

-----O-----

In a recent shipment of eight cars of sweet potatoes from Louisiana to Portland, Ore., each of the 4,500 bushel crates making up the shipment contained a booklet of recipes telling of the many ways in which Louisiana yams may be prepared for table use. In commenting upon the shipment which he had helped to prepare, Mr. Hull, Sweet Potato Specialist of the Extension Service of the University of Louisiana, Baton Rouge, La., said: "A shipment of this magnitude not only reveals the fact that the market for Louisiana sweets is constantly broadening but serves as a tribute to the storage house which makes the movement of sweet potatoes possible to Northern markets at this season of the year.

-----O-----

The wool specialists in the Federal Bureau of Markets and Crop Estimates are arranging an educational exhibit for classroom use in high schools and vocational schools. The proposed exhibit will contain samples of the seven grades of wool and specimens illustrating the several important operations in the manufacture of worsted cloth. The seven grades recommended by the Federal Bureau are: fine, half-blood, three-eighths blood, quarter blood, low quarter blood, common, and braid. The specimens taken from the different steps in the manufacturing process are: scoured wool, top, roving, single yarn, two-ply yarn, and worsted cloth.

-----O-----

Special talks upon topics of interest to fruit growers and shippers were a feature of the fruit exposition held in Seattle, Wash., during the latter part of November. These talks, for which arrangements were made by the State Department of Agriculture, included discussions regarding storage, transportation and marketing problems. R. R. Pailthorpe, Specialist in Fruit Transportation and Storage in the Spokane office of the Federal Bureau of Markets and Crop Estimates, spoke regarding "Storage and Refrigeration."

-----O-----

The Maine Division of Markets, Augusta, Me., is making a study of the effect of freight rates on the marketing of Maine potatoes and apples.

A market news service by radiophone for farmers, dealers and shippers in the State of Texas is being planned by the Division of Markets, Markets and Warehouse Department, and the Bureau of Markets, State Department of Agriculture, both located at Austin, Tex. These two State marketing organizations are making arrangements with the School of Physics of the University of Texas at Austin, to use its radio equipment for the receiving and disseminating of the Government market news reports. It is proposed to start this service in Texas just as soon as the necessary arrangements are completed.

-----O-----

A chart showing the "Relative Profitableness of Onion Storage in the Connecticut Valley" has been prepared in connection with the study of onion marketing being conducted by the State Division of Markets, Boston, Mass. The chart shows that onion storage was unprofitable during eleven of the thirty years for which data are available and profitable during nineteen years. In the case of six of the unprofitable years it was very unprofitable, and in the case of eight of the profitable years, it was very profitable.

-----O-----

A. V. Swarthout, Investigator in Market Business Practice, Federal Bureau of Markets and Crop Estimates, recently visited Harrisburg, Pa., where he assisted the officials of the State Bureau of Markets in reviewing, preparatory to publication, a system of accounts which has been devised for the use of the cooperative purchasing associations of that State.

-----O-----

The specialists of the Extension Division of the University of Idaho, with offices in Boise, Idaho, have worked out commodity marketing plans for several of the farmers' organizations of the State. An organization for the marketing of seed, and one for the marketing of poultry products are among those which have been provided with these plans.

-----O-----

A study of crop reporting systems in South America is being made by D. S. Bullock, Agricultural Commissioner of the Federal Bureau of Markets and Crop Estimates, who is now in the southern hemisphere investigating marketing conditions and possible outlets for various farm products, particularly pure-bred live stock.

-----O-----

"The Functional Approach to the Study of Marketing" is the title of an article by Homer B. Vanderblue of Northwestern University, which appears in the October number of The Journal of Political Economy.



Three market reporters are employed by the Connecticut Board of Agriculture in reporting the six markets in that State which are quoted through the Connecticut Market Bulletin, each reporter covering two markets. The men are: Garret M. Stack, Benjamin P. Storrs, and Donald G. Gildersleeve. Four of the markets are covered daily and the other two weekly. The Bulletin is issued daily from Hartford.

----O----

Three marketing topics are included in the list of suggested subjects recently prepared by the Extension Service of the University of Minnesota, St. Paul, Minn., for use in conducting community meetings. The list of subjects is divided into six general headings, one of which is marketing. The suggested topics under marketing are: "Purchase of Potatoes," "Purchase of Posts," and "Purchase of Feed."

----O----

E. W. Stillwell, Investigator in Marketing Fruits and Vegetables, Federal Bureau of Markets and Crop Estimates, who has been in Colorado assisting the officials of the State Division of Marketing in organizing a shipping-point inspection service and in getting its standardization work started upon a sound basis, has completed his work and is now en route to Washington, D. C.

----O----

The annual meeting of the New England Association of State Marketing Officials is announced for January 5, 6 and 7, at the Chamber of Commerce Building, Boston, Mass. An interesting program is now being prepared by the secretary of the association, Professor I. G. Davis, Connecticut Agricultural College, Storrs, Conn.

----O----

Nelson C. Hall, Accountant for the State Department of Markets, Madison, Wis., has been made a joint representative of the Wisconsin Department and the Federal Bureau of Markets and Crop Estimates, for the purpose of conducting an intensive study of the cost of distributing fluid milk in certain Wisconsin cities.

----O----

Hale Tennant, who has been Agent in Marketing in Michigan for more than three years, has been selected as State County Agent Leader in the Extension Service of the Michigan Agricultural College, East Lansing, Mich.

----O----

R. H. ELSWORTH,  
Acting in Charge,  
Division of Cooperative Relations.

# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY  
STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF  
MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

December 21, 1921

Number 41.

## STRONG MARKETING MEN ON NEW JERSEY PROGRAM

Marketing is to hold an important place on the program which has been arranged for New Jersey Agricultural Week to be held in Trenton, January 10-13, 1922. "Farm Marketing" is the theme which will be considered the first day, including addresses on the following different phases of the subject, "Progress of Standardization in New Jersey," by D. S. Dilts, Specialist in Standardization, New Jersey State Bureau of Markets; "Progress of Standardization in Wisconsin," by L. G. Foster, Deputy Commissioner, Wisconsin Department of Markets; "Progress of Standardization Throughout the United States," by H. W. Samson, Specialist in Standardization, Federal Bureau of Markets and Crop Estimates; "The Farmers' Cooperative Movement in Michigan," by Hale Tennant, Extension Service, Michigan Agricultural College; "Progress of Farmers' Cooperation in United States," by L. S. Tenny, Assistant to the Chief, Federal Bureau of Markets and Crop Estimates; and "Our New Jersey Program in Standardization and Cooperation," by A. L. Clark, Chief, New Jersey State Bureau of Markets. At the meeting of the New Jersey Potato Association which will be one of several State organizations convening at that time, Hale Tennant of the Michigan Agricultural College, will discuss "Marketing the Potato Crop in Michigan." The President of a large potato association in New York State will address the meeting on the subject, "Growing and Marketing the New York Potato Crop." "Marketing" will also be considered during the annual session of the New Jersey Beekeepers' Association.

-----0-----

A State inspection service on potatoes has been established in Minnesota by the State Department of Agriculture. The Commissioner of Agriculture, under date of November 3, established State grades for potatoes, and issued a regulatory order pertaining to the grading and inspecting of potatoes. The State grades are based upon the Federal grades with the provision that stock grading "United States Fancy" may either be marked by that term or by that of "Minnesota North Star Grade." Upon receipt of written request, the Commissioner of Agriculture will authorize inspection to be made at any of the three designated terminals, St. Paul, Minneapolis, or Duluth. Requests for inspection at other points in the State will be granted upon payment of the actual expense incurred, including, in addition to the inspection fee, traveling expenses and subsistence of the inspector from his headquarters to point of inspection and return. The fee for this service is designated at \$4 a car.



### IMPORTANT COOPERATIVE DECISION FROM ALABAMA SUPREME COURT

The case recently decided by the Supreme Court of Alabama of *Ex parte Baldwin County Producers' Corporation*, 203 Ala. 345, 83 South. 69, is of unusual interest to those engaged in cooperative marketing work. The Corporation, which purported to be organized under a statute of Alabama providing for the incorporation of cooperative associations, adopted by-laws which, among other things, provided that all members of the corporation should pay 3 per cent of their gross sales to the corporation for all produce whether handled by it or by some other agency. The Corporation it appeared had erected a warehouse and had provided other facilities for handling and disposing of the produce of its members and had employees on hand to attend to such work. A member of the Corporation made certain sales of produce to a person other than the Corporation which then brought suit to recover the 3 per cent commission on these sales. The trial court held against the Corporation, which then appealed to the Court of Appeals of Alabama, where the judgment of the lower court was affirmed. The Corporation then took the case by certiorari to the Supreme Court of Alabama where it was successful, as this court reversed the judgment of the Court of Appeals. Although the judgment of the Court of Appeals was reversed on the ground that it erred in holding that the Corporation was a business corporation and not a cooperative one, the Supreme Court in passing on the case expressed the view that the by-laws referred to were not in restraint of trade. In this connection mention was made of the fact that members were encouraged to dispose of their produce to others if by so doing a better price could be obtained, although no penalty was attached to any member for so doing except the 3 per cent charge, which was regarded as a proper amount by the Corporation and its members for the services rendered by the Corporation.

-----0-----

The tentative program for the twelfth annual meeting of the American Farm Economic Association, to be held in Pittsburgh, Pa., Dec. 29-31, includes papers on the following marketing subjects: "The Importance of Accounting Investigations in the Production and Distribution of Farm Products," by H. T. Scoville, University of Illinois, followed by a discussion by Dr. H. E. Erdman, In Charge, Cost of Marketing Division, Federal Bureau of Markets and Crop Estimates; "The Influence of Foreign Markets and Competition on Farm Management in the United States," by Dr. G. F. Warren, Head, Department of Agricultural Economics and Farm Management, Cornell University; "The Outlook for Cooperative Marketing," by Dr. E. G. Nourse, Chief, Agricultural Economics Section, Iowa State College of Agriculture, followed by a discussion by Dr. Theodore Macklin, Professor of Agricultural Economics, University of Wisconsin; "Financing the Marketing of Staple Crops," by Dr. Ivan Wright, Department of Economics, University of Illinois; and "Some Recent Price Movements and Their Significance to Agriculture," by Dr. C. E. Ladd, Professor of Farm Management, Cornell University, followed by a discussion by Asher Hobson, Associate Professor of Marketing, Columbia University.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

A bill (S.2749) introduced by Mr. Kenyon, Iowa, to prepare for future cyclical periods of depression and unemployment by systems of public works.

(S.2878) Mr. Capper, Kansas, to allocate the control, administration, and supervision of all functions of the Government principally affecting agriculture, forestry, and food to the Department of Agriculture.

(H.R.9400) Mr. Brand, Georgia, to extend for one year the powers of the War Finance Corporation to make advances and renewals....under the provisions of the Act approved August 24, 1921.

(H.R.9461) Mr. Sinclair, North Dakota, to promote agriculture by stabilizing the prices of certain agricultural products.

(H.R.9573) Mr. McFadden, Pennsylvania, to amend the act approved July 17, 1916, known as the Federal farm loan act, so as to provide for the organization of a fiscal association to be known as the Federal farm loan investment corporation.

Joint resolution (H.J.Res.253) by Mr. Brawne, Wisconsin, for the postponement of the World's Dairy Congress. Reported by Committee on Foreign Affairs and referred to the House Calendar.

The following resolution has been adopted by the Senate:

Resolved, That the Director of the Census be, and hereby is, directed to ascertain from the ginner, for the period from August 1, 1921, to December 1, 1921, the total number of bales of cotton ginned by each ginner, the total weight of the cotton ginned, and the average weight per bale, and to find the average weight per bale of the total number of bales, thus reported, and to report the same to the Senate as early as possible, such findings and report not to include linters.

Part I of the Report of the Joint Commission of Agricultural Inquiry has been transmitted to Congress and a resolution has been introduced in the House to print 50,000 copies of the report. The time for completing the report has been extended to April 15.

Congress will adjourn at the close of business December 22 and stand adjourned until 12 M. January 3.

----O----

The Missouri State Board of Agriculture, Jefferson City, Mo., in cooperation with the Agricultural Department of the Rock-Island Railroad, has just completed a two-weeks campaign through the central part of the State for the purpose of laying the foundation for making Missouri a pure-bred live stock shipping district.



By keeping a large number of the newspapers supplied with special articles on various marketing subjects, G. U. Marvin, Chief, Bureau of Markets, Columbus, Ohio, has developed a strong spirit of cooperation between the press and the State Bureau. Mr. Marvin secures from the State agricultural statistician many facts of significant value to form the basis of good news stories. Through the Associated Press it has also been possible to give wide dissemination to the market reports and special articles.

----O----

Standard grades for grain sorghums in the head have been established for Texas by the Commissioner of the State Markets and Warehouse Department, Austin, Tex. The grades, which are to be known as Grade 1, Grade 2, Grade 3, Grade 4, and Sample Grade, were officially adopted after a meeting in which Texas producers, grain dealers, and other interested persons were given an opportunity to discuss the grades and offer any necessary recommendations for their improvement.

----O----

The class studying market grades at Delaware College, Newark, Del., recently went to Baltimore, Md., to visit the Branch Office of the Grain Division of the Federal Bureau of Markets and Crop Estimates. The Federal procedure of inspecting and grading grain was thoroughly explained to the members of the class, after which they inspected one of the large elevators in the city, and observed the handling of grain for export shipping.

----O----

At the request of the Chicago branch of the Westinghouse Electric Company, market reports on fruits and vegetables, live stock and meats, and dairy products are being prepared by the Chicago office of the Federal Bureau of Markets and Crop Estimates, for broadcasting from the powerful radiophone set used in transmitting the concerts of the Chicago Grand Opera Company.

----O----

The county agent in Morris County, Kansas, states that he is receiving twice a day the Federal market reports sent by radiophone from the Omaha station. As soon as the reports are received, the county agent telephones them to sixteen banks in the county, where the farmers may inquire for the latest price information.

----O----

A round table conference on marketing, with L. D. H. Weld of the Commercial Research Department, Swift & Co., Chicago, Ill., as chairman, will be held during the thirty-fourth annual meeting of the American Economic Association at Pittsburgh, Pa., December 27-30.

The program for the meeting of the New England Association of State Marketing Officials, scheduled for January 6 and 7, Boston, Mass., will include addresses and discussions on the following subjects: "Uniform Standards of Grades and Packages," "The Dairy Marketing Problems of New England," "Shipping Point Inspection of Potatoes," "Market Reporting," "Relations between Crop and Market Reporting," "Cooperative Marketing," "Egg Marketing in the East," "Cooperative Legislation Needed in New England," "Freight Rate Situation in New England," and "A Marketing Program for New England."

----O----

A new grouping of studies under the title "Rural Social Economics" has been announced by the College of Agriculture, University of California, Berkeley, Calif. The studies in this group are designed for students planning careers in the field of farm management, marketing, cooperative organization, land settlement and agricultural teaching in high schools and junior colleges. This new arrangement of the program forms one of seven major groups in the College.

----O----

A school for giving instruction relative to the grading of grain sorghums was conducted recently in Chicago by the Federal Bureau of Markets and Crop Estimates. The school was attended by grain supervisors and licensed inspectors from Buffalo, Milwaukee, Memphis and Chicago. Employees of the Illinois State Inspection Department, as well as members of the grain trade, were also in attendance.

----O----

"Fundamental Principles in Marketing Farm Products" is the subject of a booklet written by E. W. Cole, Director, Bureau of Markets, State Department of Agriculture, Austin, Tex. The subject is discussed under the following headings: Demand, Production, Supply, Consumption, Harvesting, Protection, Containers, Grades, Packs, Advertising, Tariffs, Storage, and Selling and Distribution.

----O----

A representative of the Division of Dairy and Poultry Products, Federal Bureau of Markets and Crop Estimates, was in Madison, Wis., recently in conference with the officials of the Wisconsin Department of Markets, relative to the establishment of grades for cheese.

----O----

The title of D. C. Rogers, State Marketing Bureau, Jefferson City, Mo., has been changed from State Agent in Marketing to Associate State Marketing Commissioner.



C. A. McNabb, Agent in Marketing, New Mexico College of Agriculture, State College, N. M., in his report for the calendar year now drawing to a close comments in part as follows: "Recalling to mind conditions surrounding the marketing of farm products as we observed them on a trip of investigation at the beginning of our work in New Mexico four years ago, and comparing those conditions with the present-day situation, we have every reason to state, without fear of contradiction, that a very great change for the better has come about. Just how much of the improvement is directly traceable to our efforts, or just how far that improvement might have come about as natural progress and without our aid, let us leave others to judge."

-----O-----

W. P. Hartman has been appointed Director, Bureau of Foods and Markets, Department of Agriculture, Lansing, Mich. Mr. Hartman has been engaged in railroad agricultural extension work for ten years or more, first in New York State and later in Michigan. He has been closely in touch with a number of campaigns that have been conducted at different times for the providing of more efficient methods for marketing farm products.

-----O-----

"The Law of Supply and Demand and the Wheat Market" is the subject of a booklet published by James E. Boyle, Professor of Rural Economy, College of Agriculture, Cornell University, Ithaca, N. Y. In this booklet, Dr. Boyle discusses "What is Supply?" and "What is Demand?" and gives a brief analysis of the chief factors of supply and demand.

-----O-----

Nelson C. Hall, Accountant for the State Department of Markets, Madison, Wis., and a joint representative of that Department and the Federal Bureau of Markets and Crop Estimates, is in Washington for a week, conferring with the Bureau specialists in regard to conducting studies in the cost of marketing food products, particularly fluid milk and live stock.

-----O-----

A grain-grading demonstration was recently given at the Connecticut Agricultural College, Storrs, Conn., by the Grain Supervisor of the Boston office of the Grain Division of the Federal Bureau of Markets and Crop Estimates.

-----O-----

LLOYD S. THOMY,  
Assistant to the Chief.

# STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES GATHERED COOPERATIVELY BY STATE AND FEDERAL OFFICIALS AND ISSUED WEEKLY FOR THEIR ASSISTANCE AND USE BY THE BUREAU OF MARKETS AND CROP ESTIMATES, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

---

December 28, 1921.

Number 42.

## A MARKET REPORTING SYSTEM INAUGURATED IN SAN FRANCISCO

A market reporting system on fruits, vegetables, and poultry handled by local dealers has been established by the California Division of Markets, San Francisco, Calif. The market reports are furnished daily to the leading newspapers of the State, by means of which wide dissemination is obtained. Harry S. Maddox, Chief of the Division, states that the various newspapers have welcomed the reports, which the readers consider as authoritative, as they are compiled by a neutral official organization. The Division of Markets is also receiving hearty cooperation on the part of the dealers in supplying the requisite information. The dealers believe that such official marketing information will aid in disposing of the farm products to the advantage of every one concerned. O. W. Holmes, formerly Assistant in Marketing Dairy Products, Federal Bureau of Markets and Crop Estimates, is in charge of the new service in California. As soon as the Division is able to increase its facilities for handling the market reporting work, additional commodities will be covered in the reports.

----O----

The list of amateur radio stations in the United States, which was compiled by the Radio Service of the Bureau of Navigation, United States Department of Commerce, has just been received from the press. Copies of the publication may be procured from the Superintendent of Documents, Government Printing Office, Washington, D. C., at 15 cents a copy. Copies of other publications of the Radio Service, Department of Commerce, may also be procured from the Superintendent of Documents, as follows: "Radio Communication Laws and Regulations," 15 cents each; "Commercial and Government Radio Stations of the United States," 15 cents; "Radio Service Bulletin" (issued monthly), containing amendments to or changes in radio laws and regulations and items of general interest concerning their enforcement, with latest information concerning all radio stations, except amateur, 5 cents or 25 cents a year.

----O----

J. E. McCord, Assistant Professor, Farm Management and Rural Economics, Pennsylvania State College, State College, Pa., is arranging to give a course in marketing.



## AN EXCHANGE LIST WITH OVER A THOUSAND ITEMS

The issue of the Market Bulletin for December 22 published by the State Bureau of Markets, Atlanta, Ga., consists of twelve pages of four columns each. The greater part of the space is given over to the listing of articles offered for sale or articles wanted. There is a total of 1065 listings in this issue, over 900 of which are for articles offered for sale, including practically everything from a bird dog pup and a feather bed to a grist mill and a seven hundred acre farm. The various items are listed under 35 headings. There are 40 items offering farms for sale, 6 items listing land for rent, 2 requests for farm land, 6 requests for farm help, and 13 applications for positions on farms. The woman's department contains a total of 107 items.

That the conducting of an exchange department has its difficulties is evidenced by a statement appearing in this issue, wherein it is said, "This Bureau has been troubled over the fact that some of the farm products which are advertised.....are not delivered in accordance with the advertised proposal.....Where an advertiser persists through thoughtlessness or carelessness in not living up to the proposal we are going to withdraw from such party the use of the Market Bulletin.....This is an unpleasant subject but we feel that this notice is necessary."

---O---

According to an article in a recent number of the Connecticut Market Bulletin, issued by the State Bureau of Marketing, Hartford, Conn., the quality of food products is given more consideration by Connecticut consumers than color or surface characteristics. No discrimination is made between white or brown eggs, nor is the color of the apple skin of vital importance so long as the products are strictly fresh or of first quality. For this, the article states, consumers are willing to pay a premium price. It says, "When the consumer buys all his products by standard quality rather than by surface appearance there will be no use of Ben Davis apples or Chinese eggs."

---O---

Eight members of the class at the Iowa State College, Ames, Iowa, studying the marketing of grain recently visited the Chicago laboratory of the Grain Division of the Federal Bureau of Markets and Crop Estimates. Some time was spent in observing grain grading methods and in receiving instructions relative to the more important matters given consideration in the grain grading work.

---O---

During the calendar year now drawing to a close, C. A. McNabb, Agent in Marketing, College of Agriculture, State College, N. M., on three different occasions assisted the Arizona extension organization in dealing with problems with which Arizona producers were deeply concerned.

Claude Harper, Assistant in Sheep Husbandry, Purdue University, LaFayette, Ind., reports that in 1921 sixty-two counties in Indiana contributed over a million pounds of wool which was transferred from producer to manufacturer with the intervention of but a single marketing agency. The cost of getting the wool from the wagon-box into the hands of the manufacturer was  $4\frac{1}{2}$  cents a pound. Mr. Harper said recently, "There is now a demand for educational work relative to market classes and grades of wool and for information as to how better to prepare wool for the market..... When the farmers deal directly with the man who consumes their product they have an inclination to prepare the products so as best to meet his demand."

----O----

In order to create an interest in the proper packing and grading of eggs, the Experiment Station of the University of Montana, Bozeman, Mont., is assisting in arranging an egg exhibit at the State Poultry Show to be held at Helena, Mont., January 9-14. Premiums are offered for single dozen white and brown eggs, and for case lots. The exhibiting of case lots is open to all merchants of the State. All exhibits will be judged by the score card method. The candling of eggs will be demonstrated, illustrating the requirements of the law passed by the recent session of the State legislature requiring all persons buying or selling eggs to candle the same before offering them for sale.

----O----

"Grade and Cooperate" is the title of a short article by C. M. White, Chief, State Division of Markets, Augusta, Me., in the December 8 issue of the Maine Farmer, which is a special issue published in connection with the annual meeting of the Maine State Grange. Among other things Mr. White says, "If the producer wishes to be able to market his products on the same terms and under the same favorable conditions that the shingle manufacturer, the sugar refiner, and the coal dealer, his products are to be graded with just as dependable relative values as the sugar refiner puts into his different grades or lots, the coal dealer into his various grades of coal, and so forth."

----O----

Several addresses bearing upon marketing problems are announced in connection with the Farmers' Week program at the College of Agriculture, Columbia, Mo., January 18-21. Among the subjects scheduled for consideration are "Effect of Fallen Prices on Cost of Farming," "Cooperation in Marketing Grain and Live Stock," "Relative Importance of Efficient Production and Efficient Marketing for the Farmer."

----O----

LLOYD S. TENNY,  
Assistant to the Chief.



MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

A bill (S.2389) introduced by Mr. Trammell, Florida, to provide additional funds for loans to farmers through the Federal land banks.

(S.2890) Mr. Trammell, Florida, authorizing the War Finance Corporation to make advances and to purchase securities to provide relief for producers of and dealers in agricultural products until July 1, 1923.

(S.2897) Mr. McCumber, North Dakota, to appropriate \$5,000,000 for the purchase of seed grain to be supplied to farmers in the crop failure areas of the United States, said amount to be expended under rules and regulations prescribed by the Secretary of Agriculture.

(S.2896) Mr. McCumber, North Dakota, for the relief of farmers in crop failure areas who had borrowed money to repay to the Government of the United States money advanced to such farmers for the purchase of seed grain.

(S.J.Res.150) Mr. France, Maryland, authorizing the President to call an international economic conference.

(H.R.9668) Mr. Steenerson, Minnesota, prescribing standards and grades for spring wheat.

(H.R.9670) Mr. Jones, Texas, to repeal the "Packers and Stockyards Act, 1921."

Senator John W. Harreld, Oklahoma, has been assigned to service on the Committee on Agriculture and Forestry.

S. 2023, defining crop failure in the production of wheat, rye or oats by those who borrowed money from the Government of the United States for the purchase of seed, and for other purposes, has been reported from the Committee on Agriculture and Forestry by Mr. Capper, with a report (#369).

H.R.9548, providing for the expenditure out of funds of the United States Grain Corporation a sum not to exceed \$20,000,000 for the relief of the starving people of Russia has been signed by the President of the United States.

H.J.Res.233 providing for the postponement of the World's Dairy Congress until 1923 has passed both houses and gone to the President for approval.

A resolution (S.Res.133) directing the Federal Trade Commission to investigate the conditions affecting the demand for, foreign disposition, movement, and use of American exported grain, has been reported out of the Committee on Agriculture and Forestry.





